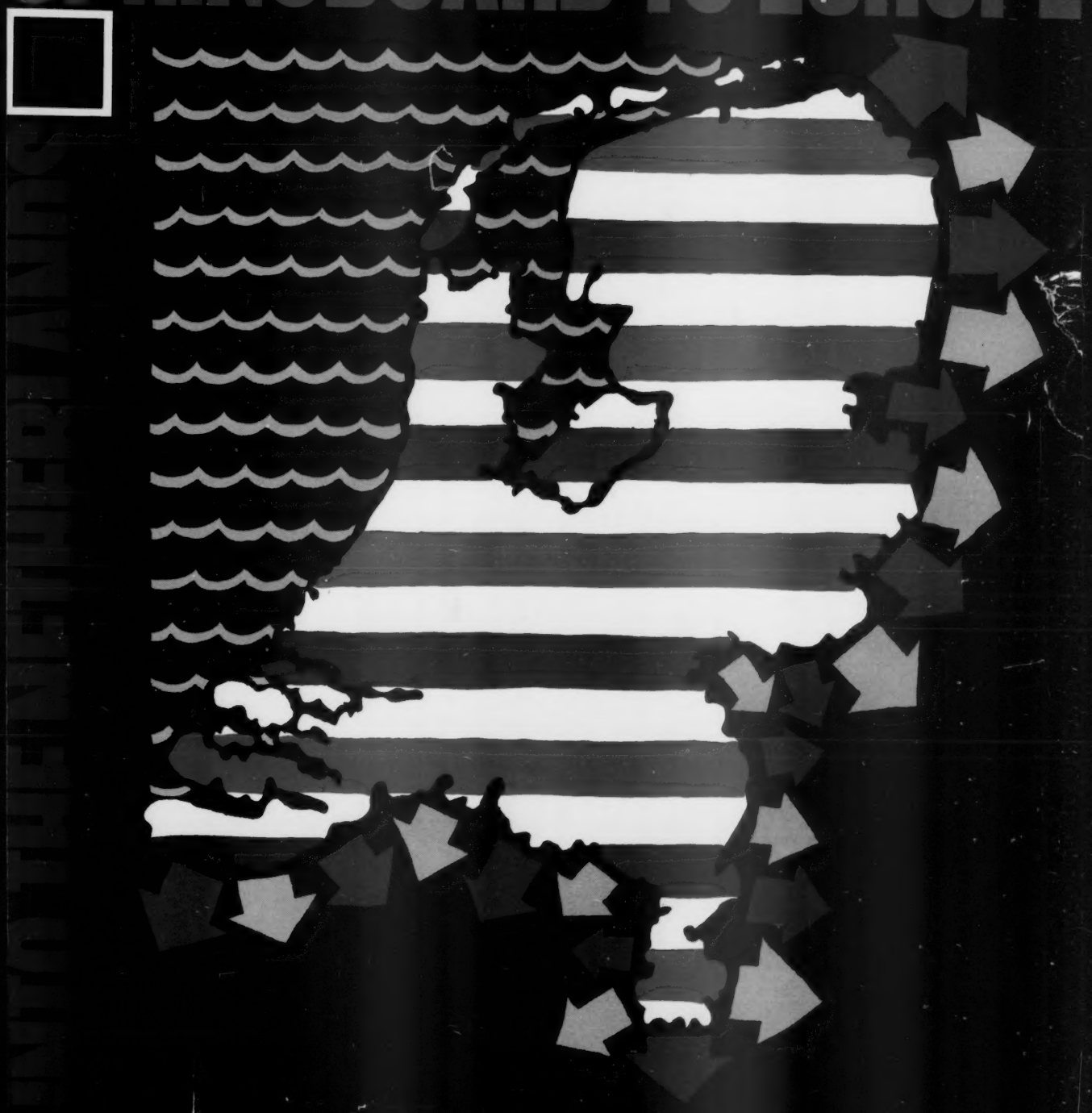
Trade and Industry

21 October 1977 Every Friday 35p

SPRINGBOARD TO EUROPE



COMID

SAVE IT

FOR VALVE RECONDITIONING

CALL
Bill Rodgers
061–308 2411/4
Richmond Street
Ashton-under-Lyne
Lancashire
Telex 666113

CALL
John Hooper
Romford
(Essex) 24262
60–64 Essex Road
Romford
Essex

CALL
Mervyn Skidmore
Gloucester
0452 21012
229 Bristol Road
Gloucester
Telex 43623

CALL
Jim Painter
Hythe
(Hants) 845221
Telex 477128

COMID ENGINEERING LTD.
COMID ENGINEERING LTD, HARDLEY INDUSTRIAL ESTATE,
HYTHE, SOUTHAMPTON, HAMPSHIRE. SO4 6ZW
Telephone: Day: Hythe 845221. Night: Hythe 848868. Telex 477128

Please send brochure and full details to
Name.....
Address.....
.....

ENCIRCLE TI 622 ON PAGE 158 FOR FURTHER INFORMATION

Trade and Industry

21 October 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

Our special report pinpoints a number of opportunities for British exporters (centre pages).

Trade and Industry

Incorporating the Board of Trade Journal

Volume 29 no. 3.

Pages 111 to 158. 21 October 1977.

Price 35p. Net subscription post inclusive, £24.99.

Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	Gillian Samuel	01-215 5620 01-215 5654
Home news and technology	Peter Curtis Jennifer Clarke	01-215 3019 01-215 5074
European community and overseas trade	Alex Mayne-Reid Geoff Heaford	01-215 3016 01-215 3006
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 3388
Assistant business manager	Laura Kaufman	01-215 5656
Circulation control	Christine Swinyard	01-215 5021
Advertisement department 13 Great James Street, London WC1		01-242 9478
Advertisement manager	Dudley Masters	
Deputy advertisement manager	Tom Barratt	
Northern manager 11 Randale Drive, Bury Lancashire BL9 9HZ	Allan Loftus	061-766 2191

Subscriptions: HMSO, PO Box 569, London SE1
01-928 6977 ext. 472

© Crown Copyright 1977

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC

Member of the Audit Bureau of Circulations

ISSN 0006-5323

This week

British Shipbuilders' order book totals £1,375m 112
Eric Varley visits Birmingham 112
Shipping talks in Moscow 112
Potato supplies back to normal 112
Prime Minister opens new section of M4 motorway 113
Tony Benn sees southern gasfields 113
Assessment for VAT own resources agreed 113
Jet site decision next week 113
Go-ahead for mfa negotiations 113
EGCD backs dollar loan to Sharjah 113
Marine navigation aids worth £1.16m for Indonesia 113

Home news

German industrial mission members reccommend increased investment in UK 114
Improving understanding between industry and the Civil Service – Huckfield 114
NEB invests in lift motor company 116
St Helens advance factory wins award 116
Duke opens business show 116
Nedo DG retire after 4½ years 116
Huckfield to open Design Centre exhibition 116
Official appointments 116
Energy plans must include nuclear power – Cunningham 117
Oil and gas business workshop 117
Price Commission examinations 117
December deadline for N. Yorks and Scottish assisted area applications 117
Price Commission investigation: UG Glass Containers 118
Clearance of merger proposals 118
Make safety plans now, minister tells industry 118
Degree day service: figures for September 118
Patents endorsed 'licences of right' 118
Government sales 119

New publications 120

Industrial efficiency and government policy 121

New products 124

Technology news

New test systems anticipate technological change 125
Black holes and Northern Lights 125

European community news

Agricultural ministers refer back commission proposals on apples and potatoes 126
European parliament session dates 126
EEC decision allows steel companies to reduce coking coal quotas 126
New edition of EEC household electrical appliances survey 126
Silkin visits Italy 126
Temporary suspension of the CCT 127
New EEC documents 127
Official publications on community matters 127
Changes in 1978 UK trade classification 128

Overseas trade news

Excellent spirit of co-operation at UK-Israel meeting 129
Exporting to Japan seminar 129
Hints to business men booklets 129
New edition of IMDG code from Imco 130
Marine safety committee meeting 130
UK ratifies convention for safety of life at sea 130
Oil, gas and petrochemical industries in Iran 130
Birmingham chamber in Mauritius 130
Two new leaflets published by ECGD 130
New business opportunities in China . . . 131
. . . and doing business in Argentina 131
Insight into the Caribbean 131
End-use relief: changes in procedures 131
Notices to importers:
1640: Imports of bananas from the dollar area 131

Exhibitions

New records at Japan audio show 132
British dominate Chicago boat show 132
Satisfactory business in Paris 133
Keen competition at Essen 133
Worthwhile visit to South Africa 133
Warm reception for British at fire chiefs' exhibition 133

Export services 134

Country data

Australia 135, Austria 135, Brazil 135, Chile 136, Egypt 136, Finland 136, France 136, Ghana 136, Indonesia 137, Iraq 137, Mauritius 137, Nigeria 137, Sierra Leone 137, Somali Democratic Republic 137, South Africa 138, Thailand 138, Tobago and Trinidad 138, United States 138.

Statistics

The economy: selected indicators 139
Current account of the United Kingdom balance of payments for September 140
Wholesale prices indices in September 147
Engineering sales and orders up to July 152
Retail sales: provisional estimate for September 153
Index of retail prices for September 153
Wholesale textile houses: sales and stocks in August 154
Carpet industry sales in July 154
Index of industrial production for August 154

We apologise to subscribers for delays experienced in receiving copies of Trade and Industry. This is due to an industrial dispute at HMSO.

Index of industrial production for Wales: second quarter 156
Business monitors 156
Registration of British, community and foreign films 157
Index to statistics 157

Readers' reply service 158

Into the Netherlands: Springboard to Europe centre pages

Trade and Industry this week

HOME

British Shipbuilders' order book totals £1,375m

British Shipbuilders' order book at the end of September stood at 159 ships worth nearly £1,357 million.

Figures announced on Wednesday show that British Shipbuilders' merchant ship orders on 30 September comprised 117 ships (1 570 350 tons gross) valued at nearly £757 million of which 38 ships (714 698 tons gross) valued at over £298 million were for overseas registration.

The regional spread of work was: north-east coast, 33 ships (770 217 tons gross); Scotland, 62 ships (519 545 tons gross); others, 22 ships (280 588 tons gross).

Naval work amounted to 42 ships valued at £600 million.

In the first quarter of public ownership (July to September) 30 ships worth nearly £168 million were ordered. On the merchant side, orders for 20 ships (74 587 tons gross) were worth nearly £83 million of which three ships (4498 tons gross) valued at over £5 million were for overseas registrations. On a regional basis the orders were for: north-east coast, six ships (11 196 tons gross); Scotland, seven ships (52 198 tons gross); others, seven ships (11 193 tons gross). Orders were placed for 10 naval vessels valued at £85 million.

Output of merchant ships in the quarter totalled 13 ships (298 191 tons gross).

Yards were vested in British Shipbuilders on 1 July 1977, under the Aircraft and Shipbuilding Industries Act 1977, and there are no comparable figures available for earlier periods.

'The international market for the limited number of new shipbuilding contracts available remains highly competitive,' British Shipbuilders states. 'However, helped by the government's intervention fund, and coupled with the intensive marketing being undertaken by both British Shipbuilders' headquarters' staff and individual subsidiary companies, the industry has been successful in obtaining in the first nine months of this year a level of orders (372 322 tons gross) almost equal to that for the whole of 1976 (382 773 tons gross) and greatly in excess of the 1975 total UK figure (66 829 tons gross). Nevertheless, the intake of work is still lower than the rate of production, and there can be no relaxation in effort to secure every contract possible.'

Eric Varley visits Birmingham

Secretary of State for Industry, Eric Varley, visited Birmingham on Monday. He had talks with representatives of the West Midlands Economic Planning Council, West Midlands County Council, Birmingham Chamber of Industry and Commerce, the Confederation of British Industry (Midland region), the TUC West Midlands Regional Council and the West Midlands Planning Authorities Conference.

Mr Varley also addressed the West Midlands Engineering Employers' Association, visited W. & T. Avery Ltd, Smethwick, manufacturers of scales and weighing machines, and held a press conference.

The picture shows Mr Varley (centre) at Avery's factory. On the right is Mr W. W. Kinkead, director and general manager of the company, and on the left Mr R. A. N. Stratton, director and general works manager. Mr Varley is looking at the final testing of the Avery 1750 electronic digital scale used extensively in the retail trade both in the UK and abroad.

Shipping talks in Moscow

Stanley Clinton Davis, Parliamentary Under-Secretary of State at the Department of Trade with responsibility for shipping, left London on Tuesday for Moscow for three days of talks on shipping issues.

Mr Davis is returning a visit made to London in June by Mr Guzhenko, the Soviet Minister of Merchant Marine. Mr Davis will also meet the president of the Soviet Shipowners Association in Leningrad.

Potato supplies back to normal

Supplies of potatoes and other vegetables are back to normal, with a consequential reduction in prices, said Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, on Tuesday. He was announcing the findings of the latest Price Commission report on distributors' margins in these commodities.

The report covers the period from May to mid-September. It shows that new season potatoes, selling at 4½p per lb in the second week in September, were at their lowest price since May 1975.

Mr Maclennan pointed out that in August, the average retail price was just over 1½p higher than at the beginning of the last normal season, 1974, an increase broadly in line with the change in the retail price index over the same period, and a price 5½p a pound less than in August 1976. The commission's monitoring of five common fresh vegetables (cabbages, cauliflowers, brussel sprouts, carrots and turnips) showed that here too prices had fallen with improved supplies. The weighted average retail price for all five together in the July-September 1977 period was about 14 per cent less than the previous year, he added.

Referring to the results of the commission's

monitoring of prices of various processed foods which could serve as alternatives to potatoes (dry and tinned pasta, rice, instant potato, tinned and frozen peas), Mr Maclennan said that they showed that in the period from May to August 1977 prices remained more or less steady.

In view of the return to normal of supplies, Mr Maclennan said that there was now no need for the Price Commission's monitoring of these vegetables to continue as a separate exercise. It was necessary to monitor separately the margins of potatoes as long as supplies were abnormally reduced. The commission would however continue to keep a watch over prices for all fresh foods under its standing reference on the subject, and to submit regular reports.

Prime Minister opens new section of M4 motorway

Prime Minister James Callaghan opened the Tredegar Park–St Mellons section of the M4 motorway today (21 October). He was accompanied by Secretary of State of Wales, John Morris.

After performing the opening at the Castleton interchange, the Prime Minister officially inaugurated work on the M4 Castleton–Coryton section.

Tony Benn sees southern gasfields

Tony Benn, Secretary of State for Energy, visited the Bacton gas terminals and gasfields offshore in the southern sector of the North Sea on Monday.

It was Mr Benn's first visit to gas developments in this area. He visited an offshore platform on the Leman field and the terminals of British Gas and Amoco Ltd at Bacton, Norfolk.

EUROPE

Assessment for VAT own resources agreed

At the joint meeting of EEC finance and foreign ministers in Luxembourg on Monday, ministers agreed on the method of assessment to be used in calculating VAT for the 'own resources' part of the community budget with effect from 1 January next year. As a result the community will be able to finance some of its budget by means of a percentage of value added tax paid by member states.

Ministers also considered the question of the unit of account to be used for the 1978 budget. The question is to be considered further when finance ministers meet again on 21 November.

Jet site decision next week

Prime Minister James Callaghan and West German Chancellor Helmut Schmidt agreed at their meeting in Bonn on Tuesday that the decision on the siting of the joint European torus project would be taken at a special research council meeting on 25 October.

Go-ahead for mfa negotiations

Following clarification on Tuesday of certain details of the European commission's proposals for the negotiations on the multi-fibre arrangement (mfa), Britain has given the go-ahead for bilateral negotiations to begin.

It was envisaged that firm negotiations with a group of suppliers, including Hong Kong, would begin on Wednesday (19 October). The community intends to complete these negotiations by the end of November.

OVERSEAS

EGCD backs dollar loan to Sharjah

ECGD has provided the guarantee of repayment and funding for a $3.3 million loan which has been made available by the Bank of Scotland and the Bank of America to Sheikh Faisal bin Khalid Mohammed al Qasimi, nephew of the Ruler of Sharjah. The Bank of Scotland is acting as agent bank for the loan.

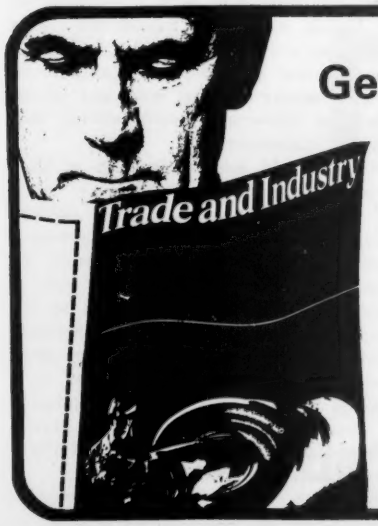
The loan will help finance a $4.7 million contract awarded by the Sheikh to Anchor Construction Company Ltd of Edinburgh for the construction of a 102-bedroom motel in Sharjah, one of the United Arab Emirates.

The motel will be of modular construction and is due for completion late next year.

Marine navigation aids worth £1.16m for Indonesia

Britain is providing a grant of £1.16 million to Indonesia to assist marine navigation. Funds will be used to purchase lights, lighted buoys and other marine equipment from Britain to help the Indonesian government's rehabilitation and expansion programme for its navigational visual aids.

Britain is concentrating a large part of its aid programme upon the poorest people and upon rural development. Much of the shipping plying the waters of the Indonesian archipelago consists of local schooners, operated by poor sea-going families, carrying passengers and goods mostly to and from rural areas.



Get this week's copy this week

If you're not reading the current copy of Trade and Industry you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.
Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of Trade and Industry.
Ring our Circulation Controller on 01-215 5021 and ask about an additional subscription. Or just simply clip the coupon.

To: Trade and Industry, FREEPOST, London SW1H 0YZ

I would like to take out an annual subscription to Trade and Industry.

☐ Please invoice me/my company

or

☐ I enclose £24.99 for one year's subscription (includes postage to any part of the world)

or

☐ Charge one year's subscription to my HMSO account number

Copies should be sent to

name _____

address _____

Home news

German industrial mission members to recommend more investment in UK

Britain is in a good way for a better economic future and has a good chance of overcoming the difficulties of past years, said the leader of a high-level German economic mission in London on 13 October. And representatives of three German companies announced that they were going back to their boards to recommend increased investment in the UK.

The 13 leading industrialists and bankers from the Federal Republic of Germany were in Britain from 12 to 14 October at the invitation of Eric Varley, Secretary of State for Industry, to to explore avenues of co-operation in the context of efforts by both governments to harmonise economic policies within the EEC.

Led by Dr Hans-Gunther Sohl, vice-president of the Federal Association of German Industry (BDI), the mission was being encouraged to consider the UK as a place for investment, a source of supply, and as an industrial partner in third countries.

The first day's programme included a meeting with the Prime Minister, James Callaghan, and a session on the 'state of the domestic economy' chaired by Chancellor of the Exchequer Denis Healey. Mr Healey stressed the high priority placed by the government on pay restraint as the key to economic recovery and drew attention to the very substantial turn-round in financial indicators. There had been an improvement in the balance of payments, the money supply was under control and interest rates were falling. Mr Healey emphasised that the government's economic strategy aims for growth led by private investment.

At talks with Alan Williams, Minister of State, Department of Industry, with officials from his department and from the Department of Employment, mission members discussed general industrial questions. Particular attention was paid to developments within the industrial strategy and current issues on the industrial relations front.

During the second day the mission took part in discussions with the CBI, ICI and Guest Keen and Nettlefolds. In the afternoon they were guests of Tony Benn, Secretary of State for Energy, when their talks covered the strength of the UK's energy supply, particularly the rapid development of North Sea oil.

On the final day (14 October) the mission had discussions with senior representatives of the TUC and the governor of the Bank of England. The mission's tour concluded with a round-up meeting with Eric Varley, Secretary of State for Industry.

Eric Varley (left) with mission leader Dr Sohl.

Dr Sohl answering questions at a press conference arranged for the high-level industrial mission on 13 October. On his left is British ambassador in Bonn, Sir Oliver Wright.

Improving understanding between industry and the civil service – Huckfield

Civil servants need to become increasingly aware of how industry operates, said Parliamentary Under-Secretary of State at the Department of Industry, Les Huckfield on 13 October.

He said there had been recognition – in the Fulton committee report and more recently in some of the evidence given to the commons expenditure committee on the civil service – of this need and of the differences between a civil service and industrial environment.

Mr Huckfield told students at a Civil Service College course on Britain's industrial policy that a first and most obvious means of fulfilling the need was to second officers for some substantial period to companies in both the public and private sector of industry. He said it had so far been found easier to organise these secondments with the clearing, banks and merchant banks, and these had proved very valuable, but the Department of Industry had recently put particular effort into trying to second staff to manufacturing industry – and had achieved some success.

'In my opinion this strategy will make an

Three days of significant opportunity for all industrialists interested in developing in Strathclyde, Scotland's major Region.

PROGRAMME
Topics

Tuesday 25th Oct.
INCENTIVES FOR INDUSTRY
A detailed examination of the current level of financial incentives available for industry in Strathclyde.

Wednesday 26th Oct.
THE OIL INDUSTRY WORKSHOP
INDUSTRIAL INNOVATION IN SCOTLAND
OFFSHORE ENGINEERING
INSTITUTE OF PETROLEUM

Thursday 27th Oct.
CHEMICAL INDUSTRY
PROPERTY DEVELOPMENT MARKET
STRATHCLYDE NEW TOWNS

Further information is available together with full programme from The Industrial Development Unit, Strathclyde Regional Council, 21 Bothwell Street, Glasgow G2 6NJ.

I am interested in attending Strathclyde 77 with particular reference to: .....
Please send full programme.

Name.....

Company.....

Address .....

.....

.....

.....

Strathclyde Industrial Development

Strathclyde 77. A show of industrial strength.

ENCIRCLE TI 637 ON PAGE 158 FOR FURTHER INFORMATION

important contribution to the essential work of improving understanding between British industry and the civil service. Exchanges of views are not all one-way. We hope that the industrial or trade union participants in these activities will increase their appreciation about civil service and government work. There is no doubt, in my view, that these activities will, and should, grow in future years.'

NEB invests in lift motor company

The National Enterprise Board has acquired 100 per cent of the ordinary voting shares of Bull Motors (Ipswich) Ltd. It has invested £500,000 in this new subsidiary, which has subsequently acquired from A. O. Smith Corporation of Milwaukee, for £335,000, the business of the latter's subsidiary Bull Motors Ltd and its distributorships in North America.

Bull Motors is one of the world's main manufacturers of d.c. electric motors for lifts and elevators. Turnover is running at a rate of approximately £3½ million pa, and most of the output is exported directly or indirectly.

Recently A. O. Smith divested itself of its elevator interests in north America and transferred one of Bull Motors' product-lines, hermetic motors, to a new company in Eire. NEB was approached by the management and workforce of Bull Motors; and following steps taken by A. O. Smith to bring Bull Motors resources into line with its order-book, NEB decided to purchase the company.

Commenting on the acquisition, NEB divisional director, John Speirs, said, 'This is exactly the sort of specialised small company which the NEB can help. The investment will safeguard profitable manufacturing employment and maintain exports that would otherwise be lost to Britain.'

NEB has appointed Michael F. Nash as executive chairman of the new company. Mr E. J. Woodhead will continue as managing director, and John Speirs will join the board as a non-executive director.

St Helens advance factory design wins award

Work will soon start on the construction of a 1350 m² (15 000 sq ft) advance factory for the Department of Industry on the department's Lea Green industrial estate, St Helens, Merseyside. The design of the factory, which was submitted by Mr H. Philip Preece of Ormrod and Partners, Liverpool, won an award in a national competition for advance factory design sponsored by the English Industrial Estates Corporation during 1976.

A contract worth about £190,000, which includes site development works, has been awarded to F. and F. S. White of Newton-le-Willows. Architects for the project are Ormrod and Partners and the quantity surveyors are John Dansken and Purdie, both of Liverpool.

Work is expected to commence towards the end of this month and the premises should be ready for occupation early in May 1978.

Duke opens business show

Sponsored by the British Equipment Trade Association, the international business show was officially opened by the Duke of Kent on 11 October. During a tour of the exhibition at the National Exhibition Centre, Birmingham, he is seen here on the Ofrex and Fordigraph Overseas stand.

Nedo DG to retire after 4½ years

In a statement issued on 12 October as he announced his forthcoming retirement, National Economic Development Office director-general Sir Ronald McIntosh pointed out that since his appointment in June 1973 there had been a steady growth in support for Nedo and what it stood for. More and more people had come to realise that if Britain was to improve her industrial performance, stable policies were needed which commanded the broad support of management and unions and were maintained beyond the lifetime of a single parliament.

Referring to the Chequers meeting in November 1975, Sir Ronald said Nedo had endorsed the need for continuity of policy, agreed that manufacturing industry should be given higher priority and initiated a new programme of work to reflect this. To support this programme there were now over 50 tripartite committees and sector groups operating under the aegis of Nedo. In July of this year the Prime Minister had held two conferences with representatives of these groups which showed that their work was widely supported in industry and had begun to show worthwhile practical results.

Huckfield to open Design Centre exhibition

Parliamentary Under-Secretary of State for Industry, Leslie Huckfield, will open an exhibition of Dunlop's technological innovations at the Design Centre on 8 November. The exhibition, entitled 'You'd be surprised by Dunlop's innovations in industry', will be open to the public from 14 November until 10 December 1977.

Technologies which industrial and engineering divisions of the Dunlop Group have brought to a wide range of industries at home and overseas will be featured in the event.

Official appointments

Electricity Consultative Council. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Tom Taylor as chairman of the North Western Electricity Consultative Council from 1 October 1977 to 30 September 1980; and Mrs Ann Maree Rees as chairman of the South Wales Electricity Consultative Council from 1 October 1977 to 30 September 1980.

Electricity Consumers' Council. Mr Hattersley has announced that the first chairman of the new Electricity Consumers' Council is to be Michael Barnes, who is a member of the National Consumer Council; his appointment is for three years from 1 November 1977.

British Tourist Authority. Edmund Dell, Secretary of State for Trade, has re-appointed David Macdonald and Mrs Alison Munro as members of the British Tourist Authority for a further year until 30 September 1978 or for any shorter period which may result from the devolution legislation.

Energy plans must include nuclear power – Cunningham

For the future the central question was not whether the option of nuclear power should be retained, but on what scale it should be used in the longer term, said Dr John Cunningham, Parliamentary Under-Secretary of State for Energy on 11 October.

Speaking at a Royal Institution forum 'Nuclear Power and the Energy Future', in London, Dr Cunningham said that it was important to ensure that adequate supplies of energy were available to meet the country's needs. The cost and consequences of failing to meet those needs would be tremendous.

'Our North Sea oil and gas give us a certain, small amount of breathing space. But, as with all fuel industries, it takes a long time – perhaps eight years, perhaps 10 years – to bring a decision through from conception to operation. This is also true with nuclear power.'

There was no question of there being plenty of time. The necessary policies needed to be put in hand without further delay.

'We cannot be sure about the precise combination of components on which we shall want to draw to meet our energy requirements in the later part of the century and beyond. But we have to plan and equip ourselves with the means, and the green paper on energy policy will be looking to strategy. Major contributions will certainly be required from coal and energy conservation. The renewable sources may also be able to contribute, though probably not on a significant scale before the year 2000.'

Dr Cunningham also said he had no doubt that any rational energy strategy must plan for a significant contribution from nuclear stations and for a nuclear industry which could provide it.

'The extent of our eventual commitment to nuclear power is not something that can be decided upon, or even predicted, now. It can only be resolved in decisions taken progressively over the years in the light of national need and of acceptability to the country at large of the possible economic, social and environmental implication of not having a nuclear programme. What we can, and must, do is ensure that we make full use of the breathing space given to us by our reserves of fossil fuels to resolve the various issues which arise in connection with the development and use of nuclear power.'

Oil and gas business workshop

A major marketing meeting – the 'International Business Workshop' – is being organised by the Offshore Centre (London) on 28 and 29 November 1977. It is designed to enable international contractors to meet a wide range of supply and service companies in the oil and gas industry.

Further information is available from: The Offshore Centre, 211 Regent Street, London W1R 8SR, tel. 01-439 9021.

Price Commission examinations

Since entry into force of the Price Commission Act 1977 on 1 August, the Secretary of State for Prices and Consumer Protection has directed the Price Commission to conduct six examinations into prices and charges. The terms of these directions are as follows:

Animal feeding stuffs
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 March 1978 to make a report to him on the following question: the prices, costs and margins in the production and distribution of feeding stuff for cattle, pigs and poultry; and, in this direction, 'feeding stuff' means compound feeding stuff and feed supplement as those expressions are respectively defined in paragraph 4 of part II of Schedule 2 to the Fertilisers and Feeding Stuffs Regulations 1973 as substituted by the Fertilisers and Feeding Stuffs (Amendment) Regulations 1976.

Bacon [1]
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 1 February 1978 to make a report to him on the following question: the prices, costs and margins in the importation and distribution of bacon.

Bank charges
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 March 1978 to make a report to him on the following question: the charges for money transmission services with particular reference to current accounts (but not charges for loans) made by Barclays Bank Ltd, Coutts and Company, Lloyds Bank Ltd, Midland Bank Ltd, National Westminster Bank Ltd, Williams and Glyn's Bank Ltd, Bank of Scotland, Clydesdale Bank Ltd, The Royal Bank of Scotland Ltd, Allied Irish Banks Ltd, Bank of Ireland, Northern Bank Ltd, Ulster Bank Ltd, Co-operative Bank Ltd, Yorkshire Bank Ltd, the Trustee Savings Banks (including the Central Trustee Savings Bank Ltd), the National Giro, The Bankers' Clearing House Ltd, and Bankers' Automated Clearing Services Ltd.

Books
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 March 1978 to make a report to him on the following question: prices, costs and margins in the publishing, printing and binding, and distribution of books, with particular reference to technical books.
The commission shall not re-appraise the order of the Restrictive Practices Court on books and related classes of goods.

Footwear
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 March 1978 to make a report to him on the following question: the prices, costs and margins in the distribution of footwear.

Proprietary medicines
The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 March 1978 to make a report to him on the following question: prices, costs and margins in the production and distribution of proprietary non-ethical medicines and, in particular, the prices, costs and margins of –

a manufacturers; and
b distributors having sales (determined in accordance with article 3 of the Prices and Charges (Notification of Increases and Information) Order 1977) exceeding £600,000,

the examination to include a comparison with the prices and margins of other comparable non-ethical medicines containing the same or substantially the same active ingredients; and in this direction, 'non-ethical medicine' means a human pharmaceutical which is available to the public without prescription and which is advertised to the general public. The commission shall not re-appraise the order of the Restrictive Practices Court on medicaments and related classes of goods.

[1] The direction concerning bacon was issued on 22 August 1977, the remainder on 12 September.

December deadline for N. Yorks and Scottish assisted area applications

Applications for selective financial assistance in the areas mentioned in the 7 October issue of *Trade and Industry* (page 3) should be sent to the Department of Industry's Yorkshire and Humberside Regional Office, or to the Scottish Economic Planning Department, Industrial Development Division, Alhambra House, 45 Waterloo Street, Glasgow G2 6AT (and not the Edinburgh address mentioned in the article).

Price Commission investigation: UG Glass Containers

Proposed price increases notified by UG Glass Containers Ltd, a subsidiary of United Glass Ltd, are to be investigated by the Price Commission.

The company prenotified to the commission on 16 September that they intended to increase prices of all their glass containers. The commission considered the proposed increases and decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977.

The effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission is able to allow interim price increases, and is obliged to do so to the extent to which the safeguard provisions operate.

Representation
Anyone who wishes to make any representations to the Price Commission in connection with this investigation should write to the Secretary, Price Commission, Neville House, Page Street, SW1.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him not to refer the proposed mergers between Richard Costain and Kwikform, and Allied London Properties and Peachey Property Corporation to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Make safety plans now, minister tells industry

Death, injury and disease should not be part of the routine pursuit of earning a living, said John Grant, Parliamentary Under-Secretary of State for Employment, on 14 October. He urged employers and unions to get arrangements under way now for safety representatives and safety committees at the workplace, instead of waiting until the regulations become law in October 1978.

Speaking at the presentation of the Bland-Payne safety awards at the Savoy Hotel, Mr Grant said that many sensible employers were already discussing with the unions consultative structures appropriate to their own workplaces.

'I would strongly urge more of them to follow suit where at all possible and not to drag their feet unnecessarily – and that goes for public and private sector alike.

'There is now a new awareness of the need to reduce the suffering and hardship from occupational accidents and disease. The awareness must be turned into increasingly effective action and the best method of achieving this is through co-operative endeavours.'

Mr Grant emphasised that there was an immense job to be done in giving people some basic training in health and safety matters. Day-release courses could provide a general background, but in many larger firms this was being supplemented by in-plant training to relate the general principles to their specific legal and technical requirements.

Sponsored by Bland Payne (UK), the Bland Payne safety award is presented to 10 joint safety committees with an outstanding record of employer/employee co-operation in respect of safety at work.

Degree day service: figures for September

Degree day figures for September, published by the Department of Energy, are shown below. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (No. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

September degree days (base temperature 15.5 degrees C)

Region	Calculated average for Sept. 1957/76	1976 Sep	1977 Sep
Thames Valley	56	51	62
South East	84	77	90
Southern	77	81	93
South West	56	67	64
Severn Valley	69	71	77
Midland	92	100	90
West Pennines	79	89	86
North West	95	99	101
Borders	108	114	109
North East	88	99	97
East Pennines	77	88	89
East Anglia	74	66	74
West Scotland	106	95	119
East Scotland	106	108	122
North East Scotland	124	120	135
Wales	73	81	88
Northern Ireland	100	100	117

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

5 October 1977

1241905 Standard Telephones and Cables Ltd
Improvements in or relating to telecommunications ystems
1385537 Standard Telephones and Cables Ltd
Improvements in or relating to data transmission systems
1240804 Agfa-Gevaert Aktiengesellschaft
Amidic colour couplers for use in colour photographic materials
1284649 Agfa-Gevaert Aktiengesellschaft
Pyrazolone compounds
1466737 Les Cables de Lyon
Heat-treatment for electric cables
1470080 Les Cables de Lyon
Waveguides
1353751 Haldor Frederik Axel Topsoe
Method for catalytic decomposition of ammonia
1358542 Haldor Frederik Axel Topsoe
Improvements in manufacturing of heavy water
1297237 Creed and Co Ltd
Printing telegraph machine
1359529 Societe Nationale des Poudre et Explosifs
Improvements in or relating to solid-fuel rocket engines
1361054 Georges Moatti
Filter
1362010 Cannon Electric (Great Britain) Ltd
Improvements in or relating to lamp bulb holders
1445363 Nippon Victor Kabushiki Kaisha
Variable impedance circuit

10 October 1977

1286457 Agfa-Gevaert
Subbing layers in film recording materials
1312263 Agfa-Gevaert
Process for producing polymeric film by extrusion
1362700 Agfa-Gevaert
Photoelectric device
1361597 Agfa-Gevaert
Method and device for controlling the speed of a member
1378171 Agfa-Gevaert
Process for producing photographic silver images
1378172 Afga-Gevaert
Radiographic silver halide elements
1396915 Agfa-Gevaert
Reprographic camera
1414455 Agfa-Gevaert
Radiographic colour material
1438116 Agfa-Gevaert
Method of manufacturing a set-up box
1458764 Agfa-Gevaert
Photographic emulsions
1336162 Westinghouse Brake and Signal Co Ltd
Fluid pressure actuator
1371789 Westinghouse Brake and Signal Co Ltd
Display apparatus
1447763 Westinghouse Brake and Signal Co Ltd
Semi-conductor device
1021246 Eliason Corporation
Curtain structures for display type refrigerators
1092378 Chapman and Smith Ltd
Device for filtering air
1351001 Compagnie Electro-Mecanique
A process and a device for contacting a gas and a liquid
1448094 Oerlikon Italiana
A cardan shaft

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement. E. Armitage, Comptroller

Industrial news pictures

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

DEVON AND CORNWALL DEVELOPMENT BUREAU

"INVEST IN THE WEST"

MANUFACTURING

The bureau welcomes industrial location enquiries from businesses located in the UK or abroad.

Both County Councils have Industrial Development Sections to advise you.

Fully serviced sites are available from local authorities and private developers. Improved communications. Ro-ro ferry service to France. Air service, rail and road trunking.

OFFICES

Ideal working and leisure locations for your office move.

RESEARCH AND DEVELOPMENT

The right environment and educational facilities.

Enquiries to:

CORNWALL: Peter Davey, I.D.O., County Hall, Truro TR1 3BE. Tel: (STD 0872) 4282 ext. 61. Telex 45305.

DEVON: Andrew Smy, County Estates Surveyor, County Hall, Topsham Road, Exeter EX2 4QQ. Tel: (STD 0392) 77977. Telex 42707.

ENCIRCLE TI 623 ON PAGE 158 FOR FURTHER INFORMATION

MANAGEMENT CONSULTING

A Guide to the Profession

At last a good basic text on management consulting... essential... good to show clients as justification for the way you operate... *(Consultants News)*

...A valuable contribution to the literature which compared with some professions, is still *thin on the ground*. It is not perhaps too much to claim that this publication may soon become a standard work on the subject. It is comprehensive and informative but above all is written with an eye to the present-day conditions, to current events and to the future... *(The Training Officer)*

378 pages, ISBN 92.2.101165.8 £10.00

International Labour Office

ILO Branch Office
87/91 New Bond St.
London W1Y 9LA
Tel: 01-499 2084

ILO Publications
CH 1211 GENEVA 22
Switzerland

ENCIRCLE TI 628 ON PAGE 158 FOR FURTHER INFORMATION

Government sales

1, 2 & 3 November 1977—Vehicles

Location
Ordnance Depot, Ruddington, Notts

Auctioneers
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (tel. 0602 54272)

Commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell, Bedford trucks, mobile cranes. Saloons, estate cars, minibuses, light vans, coaches and Land-Rovers.

8 & 9 November 1977—Miscellaneous

Location
Auctioneers' premises

Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth PL1 2DQ (tel. 0752 69292)

Stores lying at depots in the West Country including textiles and clothing, furniture, machine and hand tools, vehicles and MT spares, engineering and electrical equipment, paint and other miscellaneous items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Wembley Auction Sales 1977

1 November 1977

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-893 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

ENCIRCLE TI 639 ON PAGE 158 FOR FURTHER INFORMATION

New publications

Surveying the motor distributors

As economic indicators of domestic demand, motor distributors' sales, turnover and profit rate, are significant pointers. The car industry has been a key sector of the UK economy since the war, and the implications of its performance, from production to point-of-sale, is consequently crucial to an understanding of the state of industry in that period. It follows, therefore, that the more analytical and comparative the data that becomes available, the better will be the insights into trends and patterns in many aspects of UK industry. Jordan Dataquest publications provide many varied information services on company financial statistics, enabling economists, businessmen and others to ascertain the strengths and weaknesses of both individual firms and product groups. The three reports noted here are concerned with motor distributors – Ford; BLMC; and the remainder under a 'miscellaneous' heading.

This is the second year in which these particular elements of motor retailing have been published in this form, with the result that the added time-span affords greater significance to the two sets of publications. The surveys are largely compiled from information filed at the Company Registration Office. Each is broken down into two parts: companies are first tabled in descending order of sales volume for the latest year, and then listed alphabetically in an index.

The uses to which the data can be put are many: for example, the profit-and-loss balance sheet should facilitate the calculation of major operating ratios. Similarly, the return on assets is the sum of fixed and current assets divided into profits – a computation which greatly assists in estimating the viability of a given concern. It should be noted that these surveys reflect the data provided by the companies themselves for the purposes of compliance with registration requirements. Although this fact may somewhat limit the analytical utility for a specific firm, it should not detract from the value of the surveys in the exploration of overall trends.

Motor Distributors BLMC. Jordan Dataquest Ltd, Jordan House, 47 Brunswick Place, London N1 6EE. (1977. [36] leaves; ringbound £28.00).
Motor Distributors Ford. Jordan Dataquest. (1977. [36] leaves; ringbound £28.00).
Motor Distributors Miscellaneous. Jordan Dataquest. (1977. [40] leaves; ringbound £28.00).

Selection of publications for review on this page does not necessarily reflect the views of the government, not do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Industrial efficiency and government

In September 1976 the Department of Industry organised a one-day conference on 'Industrial Efficiency and the Role of Government'. The central question before the conference was 'How can we improve industrial efficiency?' and the papers, given by a cross-section of personalities from the department, from industry and from the universities, aimed to contribute, to understanding the government's role in influencing the efficiency with which resources are used in British industry. The topics range from efficiency in the public sector to the relationship between technical change and productive efficiency, and from the management of innovation to efficiency and competition policy. A number of industrial case studies are included.

Now in published form (available from HMSO, ISBN 0 11 512014 9, price £4.25), with a foreword by Eric Varley, Secretary of State for Industry, these papers present readers with insight into the government's industrial strategy and, equally important, how industry reacts to this strategy. See opposite page.

PDM step-by-step

Distribution systems have assumed an increasingly important role in industry in recent years. A book just published on the subject concentrates on two specific aspects – planning and control – examining them both from the corporate viewpoint.

In order to obtain the widest possible readership, the authors of 'Distribution Planning and Control' have adopted a fairly elementary approach. A step-by-step account is given of the relations of physical distribution management (PDM) to corporate and market planning. Also included are chapters on the distribution audit, distribution missions, distribution plan and its practicalities of performance. Part of the latter is illustrated with examples from an actual case history drawn from the experience of a working company. Full use has been made of diagrams and charts to elucidate the various stages of the process wherever necessary. A full set of specimen tables has also been provided, together with samples, for the collection of basic data.

Both practitioners and students in the field should find the authors' approach most useful. It is a pity however, that considering the remark in the preface to the 'marked increase in the number of books, articles, short courses, conferences and seminars devoted to the subject', there is no guidance for the reader to further sources of information.

Distribution Planning and Control: a corporate approach, by Martin Christopher, David Walters and John Gattorna. Gower Press. (1977. ix, 161 pages; £8.50. ISBN 0 56602013 0).

Indonesia: market survey

One area of the world which, until recently, has been surprisingly neglected by our publishers of market surveys is Indonesia. This is a country with considerable raw material resources and a large enough population to support a diversified industrial structure, but this potential is not being fully exploited at present. Therefore there are substantial opportunities for western exporters to become more involved in the development of Indonesian trade. We are therefore pleased to note that Metra Consulting Group have produced a business survey of the country similar to their previous reports in the *Business Opportunities* series.

Beginning with a sketch of the historical, geographical, social and economic background of the country, it then proceeds to look at the first and second development plans (to 1979). The country's infrastructure and communications are examined, as well as her industry and its probable course of development over the next few years. Finally there are two chapters on trading with, and investing in Indonesia.

This is an extensive report, containing information and statistics of a kind that would prove helpful to any company interested in approaching the Indonesian market.

Indonesia: business opportunities, by Metra Consulting Group Ltd. Available from Graham and Trotman Ltd, Bond Street House, 14 Clifford Street, London W1. (1977. [xii], 202 pages; ringbound £62.00. ISBN 0 902231 08 1).

Operating a trade information service

ITC has devoted some effort, in conjunction with various governments, to the promotion of training schemes on the development of trade information services in underdeveloped areas. The appearance of a handbook on operating such a service is a valuable step forward.

Inevitably the mixture of simplification and sophistication that this volume presents, may lessen its value to experienced practitioners in this country. But in its discussion of the roles of trade information services, sources and acquisitions, cataloguing and the rest of the techniques of such a service, there must be many working in the field who would find it of some interest.

The 45-page appendix on sources provides basic bibliographical data, and basic sources on individual markets in nine western countries, the USSR and the EEC, though inevitably some of this material is now somewhat dated.

While its discussion of cataloguing procedures may not be appropriate to many UK readers, as a whole, this handy paperback could find many interested readers here, were it not for the unjustifiably high price.

Operating a Trade Information Service: a handbook for developing countries. International Trade Centre, Unctad/Gatt, Palais des Nations, 1211 Geneva 10, Switzerland. (1975. xi, 178 pages; paperback $35).

Industrial efficiency and government policy

This abridged and updated version of a paper delivered in 1976 to a Department of Industry conference[1] by Anne Mueller of the Department of Industry is concerned with the relationship between the efficiency of industries and firms, and the role of government policy in promoting efficiency. It embraces not only industrial policies but also other policies which can have implications for industrial performance.

Performance of manufacturing industry

The poor performance of UK industry relative to its main competitors is made clear by the decline of the UK's share of manufactured exports from 15.3 per cent in 1963 to 8.8 per cent in 1976.

The significance of this decline for a major trading country such as the UK – where exports currently account for about 30 per cent of GNP – is clear. Underlying the declining UK share of world trade is a decline in the international competitiveness of its manufacturing industry.

In considering competiveness, it is necessary to look both at the price and the non-price characteristics of traded goods. The relative price of our exports will reflect not only the movements of exchange rates but also the cost structures of companies and their pricing policies. Cost structures reflect the productivity of the capital, labour and other resources used by the company. There is a good deal of evidence to suggest that the productivity of resources, and the efficiency with which they are used, is relatively low across a wide range of British industry.

Non-price aspects of competitiveness include the qualities of design, service, reliability and delivery times which influence the attractiveness of goods to the buyer. Clear-cut evidence on the quality of these aspects of British goods is, in the nature of the case, hard to come by – although plenty of anecdotal evidence is available. Perhaps the most convincing evidence of the failure of British goods to appeal in terms of design and other non-price qualities is the increasing degree of import penetration of our domestic markets (although this does, of course, also reflect the influence of relative prices).

Some of these 'non-price' characteristics – delivery dates, for example – will themselves be influenced by the efficiency of methods of production.

A number of arguments have been advanced to account for this relatively poor performance. Perhaps the most common is to attribute it to a prolonged failure on the part of UK industry to generate a level of investment adequate to maintain the UK's competitive position. The arguments underlying this idea include the proposition that increased investment will enable the UK to reap economies of scale in production which, by making UK goods more price-competitive, will lead to increased demand for UK goods and thus generate even further economies of scale.

It is thus implied that the UK's investment record is in some sense deficient. An examination of the evidence, however, suggests that matters are not so clear-cut. The figures indicate that the rate of UK investment in manufacturing as a proportion of net output has not been lower than that of some other countries that have achieved a much higher rate of growth over the same period. West Germany, for example, has had a broadly similar investment ratio but a growth rate of manufacturing output more than double that of the UK over the past two decades.

The figures seem to indicate that the UK's performance cannot simply be ascribed to a shortage of investment. It is clear that at least part of the UK problem lies in the amount of output which is obtained from investment. Put another way, it is not the size of capital, or other resources, available to industry which represents a constraint on the rate of growth, but the efficiency with which these resources are used.

[1] The conference papers have now been published by HMSO under the title 'Industrial Efficiency and the Role of Government' (see opposite).

A number of recent studies[2] suggest that labour productivity is, for a variety of reasons, lower in many sectors of UK industry than it is elsewhere, and also that productivity growth may have been slower than growth rates in similar industrialised countries.

One needs to proceed carefully before basing conclusions about industrial performance on evidence relating to labour productivity (evidence relating to total factor productivity, and to the productivity of capital resources, is scarce). The relatively lower labour costs in the UK mean that multinational companies operating in this country can minimise their unit production costs here by accepting a lower labour productivity (ie greater labour intensity of production) compared with their plants elsewhere. Even so, the Department of Industry is aware of companies whose UK undertakings are now performing more efficiently than their counterparts in Europe. That having been said, however, we can fairly state that the studies mentioned above do suggest that there is widespread inefficiency in the use of resources in the UK. It seems fairly clear, that in this 'across the board' inefficiency, management practices – such as the organisation and monitoring of production processes – play an important part. Methods of working, work flow patterns, and the rate of technical innovation (including the application of efficient production processes) are all significant in accounting for poor performance. On the non-price aspects of competitiveness, one finds that consideration of the quality of design and of service bring us again to an appreciation of the importance of management's role in determining performance. Product design, the adoption of the most appropriate technology, and the control of quality are all essential to the competitiveness of industry. These influences are, of course, very much the responsibility of management.

A review of the possible key influences on performance suggests that they fall into three main categories:

1 The effects of the scale and vintage of the capital stock. The influence of the capital input on performance is technically difficult to determine; what may be true of the UK is that we have, as a slow-growing economy, consistently invested in older design-vintage equipment than that of our competitors.
2 Methods of work and inflexibility of labour practices. The influence of restrictive labour practices, which may manifest itself as excessive manning levels, varies from industry to industry. Overall, it seems clear that restrictive practices are an important reason, though by no means the only reason, for the relatively inefficient use of UK labour resources.
3 The effectiveness of management in organising and monitoring the use of resources. The scheduling of production

[2] M. Panic (ed) *The UK and W. German Manufacturing Industry 1954-72*, NEDO Monograph 5, 1976; C. F. Pratten and A. G. Atkinson, 'The Use of Manpower in British Manufacturing Industry', *Department of Employment Gazette*, June 1976; C. C. New, 'Managing Manufacturing Operations: A Survey of Current Practice in 186 Plants', *Management Survey Report No. 35*, British Institute of Management Surveys and Publications Department, 1976; C. F. Pratten, *Labour Productivity Differentials Within International Companies*, University of Cambridge Department of Applied Economics Occasional Paper 50, Cambridge University Press, 1976.

and the ability to be innovative seem to be particularly important here.

All this suggest that there is scope for improving performance across the board; and that it should be the government's intention, in its policy-making, to encourage the spread of the 'best practice' from the most efficient UK companies to the rest of industry.

The industrial strategy

The discussion above has shown that there exists very wide scope for improving the competitiveness of UK industry. In November 1975, the National Economic Development Council (NEDC) – on which government and both sides of industry are represented – launched a major policy initiative intended to improve productive potential and performance throughout the economy as a whole, and especially in manufacturing industry.

The objective of the strategy is the transformation of the British economy into a high-wage, high-output one. A thorough-going improvement in performance is necessary to bring the economy back to a full employment level. There are two key features: first, the strategy is being evolved in co-operation with the CBI and the TUC: if significant productivity gains are to be secured there must be the willing co-operation of those affected; secondly, the work programme is based on the formulation of strategies industry-by-industry rather than on imposition of macro-economic plans. This again is important in the context of productivity; it is at the level of the firm that improvements in competitiveness must ultimately be secured. And the industrial strategy is intended from the point of view of government primarily to lead to the better co-ordination of policies affecting the performance of industry.

This requires us to identify the industrial implications of the whole range of government policies. It also involves the more effective use of the instruments of industrial policy and the deployment of financial assistance to industry. The government is committed to giving greater priority to industrial development and the industrial strategy is intended to point to the ways in which this might be done.

The industrial strategy is based on the belief that the performance of the manufacturing sector is of central importance for the performance of the economy as a whole and the impetus of the programme is therefore concentrated on a number of industrial sectors whose performance is felt to be of crucial importance. This selection of industries for detailed discussions under NEDC's auspices involved a large degree of judgement – but also took account of a statistical analysis of size of net output, the sector's contribution to exports, contribution to the balance of trade and importance to other sectors. The industries finally selected account for over 40 per cent of manufacturing net output and about 40 per cent of manufacturing exports.

Some of the industries selected for inclusion in the industrial strategy already had economic development committees – 'little Neddies' – fora in which the industry's problems were discussed, and for which the NED office provides a secretariat. Sector working parties (SWPs) were set up for those sectors where no EDC existed. Each EDC or SWP includes representatives from both unions and management, from the appropriate government sponsoring department and from the NED office.

Following the NEDC meeting of January 1976 which approved the government's detailed proposals for carrying out this work, the SWPs and EDCs were asked to produce surveys of their industries and views of the most pressing problems facing their industries in the short term – problems of finance, of manpower and of technology. They were also asked to start work on medium-term strategies for their industries, and particularly on ways of improving capital and labour productivity throughout the industry.

In June 1976 the SWPs (including EDCs) produced reports on the first round of their work, in which they identified short-term constraints on improving performance, and produced recommendations for action on the part of management, unions and governments, directed towards removing obstacles to growth and promoting closer co-operation between sectors and with the government. These were discussed at the July meeting of the NEDC.

A number of recommendations for government action were made in SWPs' reports of the first stage of the programme. These recommendations covered not only fairly specific areas like government procurement policy, anti-dumping regulations and manpower policy, but also wider issues such as the price code and incomes policy. The government is examining all the recommendations addressed to it and is acting on them whenever possible. The TUC and CBI are also considering how individual unions and firms can be productively involved in discussions of the issues raised in the reports, and to this end the reports have been widely disseminated.

The second stage is now under way, and is intended to continue and complete work on medium-term strategies for each of the industries included in the exercise.

It is hoped that the medium-term strategies that are being produced for each industrial sector will eventually cover:

- improvements in marketing, design and quality control
- product strategy
- better use of existing capital resources and the provision of more investment
- improvements in labour productivity
- manpower supply and training problems
- availability of finance both for home production and for exports
- more effective use of R & D
- changes in industrial structure
- improvements in customer-supplier links

The SWPs have been asked to complete this second stage of their work by the end of 1977.

The first step towards these strategies was for SWP's to examine existing and prospective home and overseas markets, and to consider what improvements on present trends in market shares might be possible. SWPs have therefore had to consider what increases in competitiveness would be needed to attain these market shares – where 'competitiveness' includes, as in the first section of this paper, both price and non-price characteristics of goods.

SWPs produced what were felt to be ambitious but realistic market-share targets in the end-1976 reports which were presented to the February 1977 meeting of the NEDC. These projected improvements in market penetration and competitiveness have a number of implications for the industry's physical capacity and manpower requirements, which SWPs are expected to assess.

From these reports there emerge a number of general issues of concern to a wide range of industrial sectors. At the February NEDC, the Chancellor of the Exchequer and the Secretary of State for Industry announced that they proposed to take three major issues and see how far government action can help to mitigate them.

Given the emphasis of the second stage of the strategy work on increased market shares, the three that have been chosen are assistance to exports (involving the ECGD, the British Overseas Trade Board and the provision of finance generally), scope for industrial re-structuring and assistance to new product development.

In addition, in February 1977, the government announced its intention to look in a concentrated way at a small number of industrial sectors to see if existing government instruments could be used to help them in specific ways. The five sectors chosen were industrial engines, construction equipment, office machinery, electronic components and domestic electrical appliances. The Secretary of State for Industry and two of his ministerial colleagues have met all five of the SWPs and a number of major firms in the sectors to discuss the issues which could most fruitfully be tackled. Additionally, officials have held meetings with many more firms within the sectors.

This approach is experimental: progress will be reviewed regularly and, if appropriate, it will be extended to other sectors.

Measures affecting industrial efficiency

The industrial strategy reflects the government's intention to give greater weight than has been the case until now to regenerating the UK industrial structure and improving the efficiency of British industry. The government recognises that these objectives can only be met if its own policies towards industry – both its general policies and those aspects which affect particular companies – assist this effort.

As for its general approach, the government acknowledges that efficiency in industry is best encouraged by a stable environment in which the economy is expanding and employment rising. It remains the government's intention to seek to achieve this, subject to the constraint of achieving a satisfactory position on the external account. Within this framework the government has sought, as one element of improving efficiency, to encourage new industrial investment. The main instrument for this is the 100 per cent first-year allowance, available on all investment in new plant and machinery; in addition the government has strengthened industry's financial position generally through the stock

relief provisions. As the Chancellor of the Exchequer pointed out in his budget statement of April 1976, the government is aware of the benefits of maintaining a stable tax regime for companies, so that first-year 100 per cent allowances for plant and machinery are likely to run for the foreseeable future. The combination of these allowances and stock relief ensures that to a great extent inflation no longer distorts the corporate tax burden.

The application of measures affecting particular industries on lines evolved by sectors themselves and specifically related to identified problem areas provides a more specific approach to the promotion of industrial efficiency. Under the Science and Technology Act 1965 and the Industry Act 1972 the government has wide-ranging powers which can be used to this purpose. Under section 8 of the Industry Act several schemes for particular sectors have been introduced, in consultation with the industries themselves, to encourage modernisation. These include woollen textiles, ferrous foundries, machine tools, clothing, paper and board, poultry meat processing, textile machinery, printing machinery, electronic components, automation and instrumentation, non-ferrous foundries and red meat processing industries. Altogether, the government has announced that it is prepared to commit more than £200 million to these industry schemes.

The department during 1975-76 administered an accelerated projects scheme, which successfully encouraged companies to bring forward investment during this adverse economic period, and so to provide capacity to take advantage of the expected upturn in the economy. In addition, the government announced in December 1976 an initial allocation of £100 million to a new selective investment scheme to promote investment projects which will, through improved performance, yield significant benefits to the economy. The Department of Industry also provides selective financial assistance under section 7 of the Industry Act 1972 to encourage viable and competitive industrial and commercial projects which will create and sustain long-term employment in the assisted areas. Appropriate regional development grants are also available for investment in the assisted areas.

The Industry Act 1975 established the National Enterprise Board, one of whose functions is the development of industrial efficiency. The NEB's industrial interests already include controlling share-holdings in British Leyland, Rolls-Royce 1971, Herbert, Ferranti and a number of smaller companies. It has also provided finance for machine-tool companies to enable them to stockbuild machine tools. In developing its strategy the NEB will take account of the work on the industrial strategy which was discussed in the previous section.

Successive governments have provided support for research and development for companies under the Science and Technology Act 1965. This support has taken the form of collaborative development contracts and pre-production orders. Several recent schemes for selective assistance have also provided support for product development, but in response to recommendations from a number of SWPs to give greater attention to this aspect of the productive process, the Secretary of State for Industry in July 1977 announced the details of a new product and process development scheme. This consolidates and extends the support available under the Science and Technology Act 1965 for the development of new products and processes by manufacturing industry. Twenty million pounds is being made available for the scheme in the first instance.

To encourage management innovation, the government also provides a range of advisory services to industry which are designed to assist a company to use effectively the resources at its disposal. The government has sought to encourage technology transfer – making people aware of technical advances and how they can be applied in industry. One such service is supplied by the Manufacturing Advisory Service, the proposal for which was endorsed by NEDC in May 1977. Its basic aim is to assist firms to make use of the best available techniques in manufacturing technology and organisation. Operating initially for two years with a budget of £1.75 million, the service will offer free advice to firms on methods of improving their efficiency.

Other organisations, for example the Centre for Interfirm Comparison, also provide services which should be of benefit to industry. The Department of Industry, advised and assisted by the senior industrialists of its Committee for Industrial Technologies, is promoting the specific industrial technologies of terotechnology, materials handling and corrosion. These multi-disciplinary ITs (together with tribology, whose launching programme was completed two years ago) are designed to promote the application of existing knowledge which will yield very large financial benefits if the best existing practices in UK industry can be adopted more widely. In many cases, companies are not aware of the true costs of not applying such concepts. CFIT is sponsoring symposia, seminars and conferences at appropriate levels in industry, ensuring that suitable sources of advice exist for the successful application of the ITs and considering what arrangements may be required to sustain the application of these new technologies after the present promotional campaigns end, particularly perhaps in education and training for industry.

Both government and private-sector institutions have a role to play in the promotion of productive efficiency, but we have to recognise that the efficient organisation of resources can really take place only at the level of the firm as a result of action by those working in the firm. This applies particularly to the efficient use of labour resources. In this respect, however, the Training Services Agency and the 24 Industrial Training Boards have played an important part in helping to ensure that the necessary skills are available to industry as they are needed and in helping to promote labour flexibility. (In the financial year 1976-77 the government committed some £285 million to the work of the TSA). It is equally important for manufacturing industry to have high quality management.

More of our able young people are needed in manufacturing industry and employers will have to pay greater attention to their policies for recruitment and career development to improve the attractiveness of careers in management, particularly in the key production functions. The education system also has a significant part to play in encouraging interest in careers in manufacturing industry and in subjects and courses which prepare people for them. Any bias which would discourage the more able from taking up a career in industry needs to be avoided. Close co-operation between industry and the education services is essential so as to improve understanding of the vital role of industry and the opportunities it offers to people of ability, and to make education and training for both new entrants and existing managers relevant to industry's needs. These are some of the issues discussed in the recent paper on 'Industry, Education and Management'[a].

Conclusion

The government's role in promoting productive efficiency is two-fold: to create a stable policy framework which recognises that 'macro' policy-making must have 'micro' foundations; and to act directly on the major determinants of performance. The achievement of the significant and lasting improvement in competitiveness will be a long haul for all concerned. The government can provide advice and assistance to strengthen the management function; it can assist in the modernisation of the capital stock; and it can through its manpower policies enhance the flexibility of labour use. Ultimately, however, the role of government in influencing productive efficiency is limited to influence of this kind: any improvements in performance can only be brought about by action at the level of the board room, the office and the shop floor.

[a] 'Industry, Education and Management': available from Department of Industry, Room 601b, 1 Victoria Street, London SW1H 0ET.

You need to keep ahead

If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Jetty hooks

One of a new range of jetty hooks which have been developed by Brown Lenox and Co Ltd, of Pontypridd, South Wales, said to give instant release of tensioned ship mooring lines. Spartan hooks are now available with capacities ranging up to 150 tons proof load with manual release and future developments will incorporate electro-pneumatic or electro-hydraulic release systems which make them particularly suited for applications such as automated oil terminals where central control is required. They are made in single, double and triple-hook versions.

Further information: circle 843

Franking and weighing

Pitney Bowes Ltd, of Harlow, Essex has introduced a new postage meter (franking machine) designed for high-volume letter and parcel mailing.

It is of rugged construction and feeds, franks, postmarks, seals, counts and stacks most types of mail at speeds up to 175 envelopes per minute. It handles envelopes up to 432 mm (17 in) in length and 12 mm (half-inch) thick.

Packets and parcels can be meter-stamped by using an integral, automatic tape device which issues either wet or dry labels from a 5-in diameter roll.

The firm has also made a new parcel-postage-rate scale. Model 0140 weighs up to 20 kg with 15 postage rate categories. There are two domestic and 13 foreign rates for both surface and airmail.

Rates are shown in contrasting coloured bands, illuminated by a fluorescent lamp. Scale reading errors are eliminated by a double line. A stress-engineered weigh beam and temperature-change resistant components ensure a long life of weighing accuracy.

Pitney Bowes is also introducing a computer-based system for resetting postage meters (franking machines) on users' premises, rather than at the Post Office.

The user simply telephones the Pitney Bowes' data centre and enters his account number, meter number and register readings, using the telephone dial or a touch-tone date pad.

Once the validity of the data entered has been checked, a computer-controlled voice response system issues an individual setting code which operates a combination lock. This allows a predetermined fixed increment to be set into the meter. Sequence of codes is random, so security is maintained. The whole transaction takes less than 90 seconds.

It is expected that users of this system, will maintain a deposit amount equal to at least one incremental reset of their meter.

The amount set is automatically-transferred from the users' account to the Post Office and a statement is raised showing the user the new state of the account.

Further information: circle 844

Fancy yarns

Double-jersey fabrics with laid-in fancy yarns are now being produced by Simpson Jersey Ltd of Leicester. This gives a range of textiles with interesting surfaces for use in suits, coats and dresses.

The material is produced by a weft method of inserting yarns which cannot be knitted on conventional double-jersey machines.

Yarns that can be integrated by the method include space-dyed poodle effects, and tweeds.

The firm offers an extensive range of plaids and semi-plaids with the new effect. It is available in widths between 157 cm and 173 cm.

Further information: circle 845

Rake on wheels

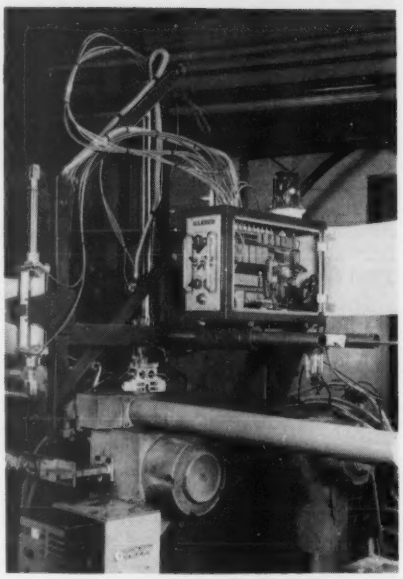
A wheeled rake which can easily be operated with only one hand to clear grass cuttings and leaves, has been manufactured by Tandown Products of Ashton-under-Lyne.

Produced in widths of 455 mm (18 in) and 915 mm (36 in), the Wheelrake has its tines spaced more closely than conventional lawnrakes. The angle at which the implement is pushed on its outward, or non-working, stroke, has also been carefully designed to make the rake self-cleaning.

The wheeled garden tool should prove of benefit to users of rotary mowers who often find that clearing dead grass and cuttings takes more time and effort than mowing a lawn. The rake is of sturdy metal construction, finished with a tough yellow plastics coating, and its electroplated tines are set 13 mm ($\frac{1}{2}$ in) apart and held securely in an extruded plastics strip, which is mounted on nylon-bushed plastics wheels.

Further information: circle 846

Pneumatic robot



A robot handling device created by Mouldmation of Burntwood, Walsall, which removes moulded units from plastic injection moulding machines. Integrated with a horizontal plastic injection moulding machine of between 250-400 tons locking force, Mouldmate removes parts accurately and without damage, eliminating what is normally a mundane operation.

Further information: circle 847

Compressed air breathing apparatus

Siebe Gorman and Company Ltd of South Wales have now introduced a marine version of their AirMaster MkII compressed air breathing apparatus, which is already used by many fire brigades and industrial and commercial organisations.

Identified as the AirMaster MkII Marine this latest version has been specially designed for use in fire fighting and rescue work on board ship, giving complete respiratory protection against smoke and other toxic atmospheres. It is completely self contained, comprising a harness-mounted compressed air cylinder unit which supplies pressure-regulated air to a full-face mask, with total independence from the surrounding atmosphere.

Further information: circle 848

Technology news

New test systems anticipate technological change

A new integrated range of microcomputer-based automatic test and fault-finding equipment designed to anticipate the need for digital, hybrid and analog testing well into the next decade was launched in London on 12 October by Membrain Ltd, the Dorset-based manufacturer of ATE equipment.

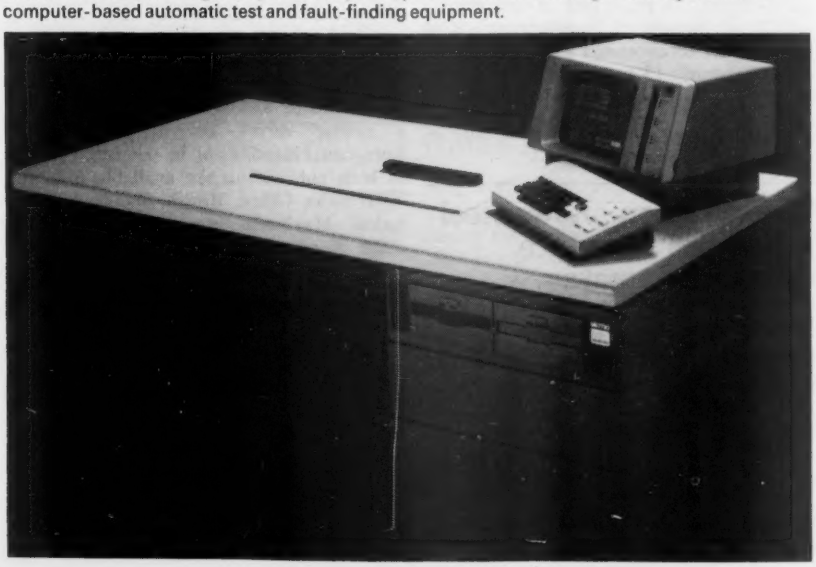
With digital printed circuit boards having a logic gate density of more than 100 times that of five years ago, computer-aided testing, says Membrain, has become both a technical and an economic necessity. It is against this trend and the rapidly developing applications for complex electronic circuitry that Membrain has produced its new MB7700 series, a family of test systems, comprising four distinct models: the MB7730 is a factory-based high-volume tester system for digital and hybrid pcbs containing microprocessor and other LSI devices; the MB7710 is a transportable tester, using factory test programs in the field; the MB7750 is an analog functional and in-circuit inspection tester with automatic programming; and the MB7790 is a simulation and programming station.

The development programme for this new range of test systems was started over two years ago with help from the National Research Development Corporation.

Common to all systems in the range is the MB7700 controller which comprises a microcomputer, display and keyboard, and floppy disc system designed, manufactured and supported by Membrain. The software is designed around a well-proven transportable operating system. It is constructed from modular 'plug in' packages for easy maintenance and expansion. The UUT information is organised on data base management concepts and an efficient easy to operate interface is provided. Also common to all systems are two test program languages – Memtest, the Membrain standard programming language and Atlas, the internationally accepted high-level test language.

The complete MB7700 series, which is already in production, has been designed for high reliability and is backed by full supporting services from Membrain's main factory in Ferndown, Dorset, from wholly-owned subsidiaries in France and Germany, and agents throughout Europe.

Membrain's MB7730 digital/hybrid test system, part of its MB7700 integrated range of microcomputer-based automatic test and fault-finding equipment.



Black holes and Northern Lights

British Aircraft Corporation, electronic and space systems at Bristol has been awarded a £1 million contract for a space science experiment by the European Space Agency (ESA).

Satellite measures x-rays from space

Under the contract, BAC in partnership with their United States subcontractor LND Inc, will design and build the detectors and mechanisms of the 'medium energy' experiment that will be carried by the ESA x-ray satellite Exosat. The experiment will measure x-rays in the energy range 1-50 KeV (kilo electron-volts) by the use of sealed proportional counters containing argon and xenon gases. A part of the experiment will be a mechanical arrangement to enable the detectors to be commanded from the ground to diverge in two groups in steps of three arc minutes to an accuracy of one arc minute from their nominal pointing direction.

The experiment will be used in two ways – one free pointing, to study the time structure, time variability and spectrum of the x-ray emitting sources, and the other in the Moon occultation mode, which will permit the x-ray sources to be located with an accuracy of one arc second. The orbit of Exosat has been chosen to be highly eccentric with its major axis at right angles to the moon's orbit plane, to make the most of the opportunities for useful occultation.

The interest of astronomers in x-rays from deep space is prompted by the insight x-rays provide to physics of pulsars, neutron stars, black holes and other celestial objects.

Rockets research aurora

It has also been announced that seven of electronic and space system's latest three-stage Skylark 12 research rockets will be flown this winter in co-ordinated British/German scientific campaigns to investigate auroral conditions, otherwise known as the Northern Lights.

A total of 12 British rockets, seven Skylark, four Fulmar and one Petrel, carrying 51 experiments will be launched into the night sky from the Norwegian range at Andoya between October and December at times to coincide with maximum auroral activity.

It will be the largest number of rockets to be launched from Andoya at any one time and also the first time that the new more powerful Skylark 12 has been used by an overseas customer, Germany's national aerospace research organisation DFVLR (Deutsche Forschungs und Versuchsanstalt fur Luft und Raumfahrt eV).

DFVLR will launch four Skylarks from a transportable launcher which is part of its comprehensive mobile rocket launching facility that includes radars, telemetry, data handling equipment etc. DFVLR is responsible for managing all German research rocket campaigns.

British part

The British part of the co-ordinated campaign, sponsored by the Science Research Council, will comprise three Skylarks, and the Fulmar and Petrel rockets. The Skylarks will be launched from the Norwegian zero-length launcher, a permanent feature of the range which was used last year to launch the first two Skylark 12s in a British high latitude rocket campaign.

Further information: circle 849

European community news

Agricultural ministers refer back commission proposals on apples and potatoes

In a statement following the meeting of EEC agriculture ministers on 11 October, John Silkin, Minister of Agriculture, Fisheries and Food, said that the commission had introduced a report on the community's beef arrangements which drew attention to the need for less reliance on intervention and for the community to adopt the British system of variable premiums as a permanent feature of the beef regime.

'I welcomed the commission's acceptance of the principle of variable premiums and the recognition that the present system based on intervention is not satisfactory', he said.

The meeting had also discussed commission proposals on a potato market regime. Mr Silkin had said that the proposals did not meet the needs of UK producers and consumers: other delegations had had similar reservations. It was agreed, he said, that the commission should reconsider its proposals.

The commission had also proposed, following a UK request at the September meeting, a suspension of customs duties on apples until the end of the year to meet the considerable shortfall in EEC supplies.

'Two delegations,' Mr Silkin said, 'opposed the commission's proposal on the grounds that they wanted a higher return for their producers'. Eventually it was agreed that the commission should report to the next council of ministers after the proposal had been further considered by the special committee on agriculture.

'I shall continue to press for the suspension of the tariff to help keep the price of apples in the shops at a reasonable level in the coming months', he said.

Turning to fisheries, Mr Silkin said that the council had agreed to continue, until 31 October, the ban on fishing for Norway pout in the part of the North Sea known as the 'Norway pout box' subject to a small adjustment to the western boundary. He said the future of the box will be considered again at the special fisheries council on 24 and 25 October.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Home news
German industrial mission see good economics future for UK 114

New publications
Operating a trade information service 120

Overseas trade news
Excellent spirit of co-operation at UK-Israel meeting 129

Exhibitions
Satisfactory business in Paris 133
Keen competition in Essen 133

Country data
Austria: duty free quota for paper and paperboard 135
France 136
United States: imports of speciality steels under quota 138

Statistics
Current account of the United Kingdom balance of payments 140
Registrations of British, community and foreign films 157

European parliament session dates

In 1978, dates for the sessions of the European parliament are as follows (the venues are in brackets):

16 to 20 January (Luxembourg); 13 to 17 February (Strasbourg); 13 to 17 March (Strasbourg); 10 to 14 April (Luxembourg); 8 to 12 May (Strasbourg); 12 to 16 June (Strasbourg); 3 to 7 July (Luxembourg); 11 to 15 September (Luxembourg); 9 to 13 October (Strasbourg); 23 to 25 October (Luxembourg); 13 to 17 November (Strasbourg); 11 to 15 December (Luxembourg).

The dates may change when the date of European elections is confirmed.

EEC decision allows steel companies to reduce coking coal quotas

As a result of a decision adopted by the EEC commission of 5 October, steel companies which voluntarily agreed to limit their deliveries of some steel products under the commission's community steel policy measures are to be allowed to reduce their contractual requirements for coking coal and coke by a proportionate amount.

Many EEC steel companies have long-term contracts for the supply of coking coal and coke which qualify for community aid. Under the plan to alleviate the recession in the steel industry, firms agreed voluntarily to reduce their deliveries of some steel products in the community which in turn has meant a reduction in the amount of coking coal and coke needed. Community aid might not then have been admissable.

The decision allows companies to reduce their requirements for coking coal and coke by not more than the percentage decrease in their output of pig iron in 1977 compared with their output in the reference period for the company concerned.

New edition of EEC household electrical appliances survey

Technical Help to Exporters (THE), the export advisory service of the British Standards Institution, has produced a second edition of its survey on the standards and approval requirements for household electrical appliances in the EEC, first published in 1973.

In recent years, THE says, there has been much activity in the field of standards for these appliances. This new edition provides up-to-date information that will be of great value to UK manufacturers exporting to this lucrative area.

As with the first edition, the survey covers the basic standards relating to electronic equipment, motor operated appliances and heating and cooking appliances; various aspects of the construction of appliances; and approval requirements. It also gives details (including addresses) of relevant organisations such as approval authorities, standards bodies and test houses, and a list of appropriate publications that are vital to any EEC export venture.

'Household Electrical Appliances – an EEC Survey' costs £15 to THE members, £20 to non-members, and is a sister publication to a similar survey covering the western European countries not in the EEC. Copies of both publications are available from the THE Sales Office, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, tel. 0442 3111.

Silkin visits Italy

John Silkin, Minister of Agriculture, Fisheries and Food visited Italy from 14 to 18 October. During his visit Mr. Silkin held talks with Giovanni Marcora, the Italian Minister of Agriculture. He also had talks on fishing matters with Italian ministers.

These talks were being held before the

special meeting of EEC agricultural ministers in Luxembourg on 24 and 25 October at which they will be examining the whole question of the common fisheries policy.

Temporary suspension of the CCT

The Department of Trade has been notified by the EEC commission of a request for a new suspension of the CCT to operate for the period 1 January 1978 to 30 June 1978 in respect of the following item:

> Digital displays with more than three digits contained in a sealed pyrex glass casing with an internal atmosphere composed of inert gases (helium, argon, etc) with a metallic base on which phosphorus salts which when hit by electrons, give off light, are deposited (tariff heading 85.21 AV).

A total suspension of the CCT has been requested.

The department will wish to take account of UK interests in making its views known to the EEC before a decision is taken whether or not to grant this proposed suspension. UK producers of the goods in question or of like or competing products are entitled to object where they consider that they are able to supply the whole or the greater part of the needs of the community and that their interests would be adversely affected by the loss or reduction of community preference on their exports to other member states.

Producers wishing to object to the granting of a suspension of the CCT on the item shown above should provide as much as possible of the following information:

1 estimated community (nine countries including the UK) demand in 1978;
2 estimated UK demand in 1978;
3 UK production expected to be available in 1978 for:
  3.1 the UK market in 1978;
  3.2 the rest of the community in 1978;
  3.3 exports to other countries in the same year.

This information should be sent in writing to the Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, to arrive not later than 31 October. Inquiries: 01-215 3576.

New EEC documents

List of EEC documents deposited in the House of Commons week ending 13 October 1977. Commission reference numbers, where appropriate, are given in parentheses:

EEC draft instruments

R/2199/77 (COM(77)435 Final)
Proposal for a Council Regulation (EEC) amending the nomenclature for certain agricultural products, various Regulations concerning these products and the Common Customs Tariff.
R/2212/77 (COM(77)442 Final)
Proposal for a Council Decision regarding European Social Fund assistance towards women; Proposal for a Council Regulation concerning operations qualifying for a higher rate of intervention by the European Social Fund.
R/2153/77 (COM(77)463 Final)
Proposal for a Council Regulation on the transfer to the Italian intervention agency of common wheat held by the German intervention agency.
S/1502/77 (COM(77)399 Final)
Relations with the ACP States and the OCT – Recommendation for a Council Regulation on the statistics to be supplied to the Commission by the Member States for the purpose of the export earnings stabilisation system.
R/2137/77 COM(77)469 Final)
Proposal for a Regulation on own resources from VAT.
R/2240/77 (COM(77)440 Final)
Relations with the ACP States and the OCT – Proposal for the Regulation amending the specifications of certain agricultural products and processed agricultural products referred to in Regulation (EEC) No. 706/76.
R/2242/77 (COM(77)444 Final)
Proposal for a Council Regulation (EEC) extending the term of validity of Regulations (EEC) Nos. 2843/76 and 2844/76 laying down special measures in particular for the determination of the offers of olive oil on the world market and on the Greek market.
R/2245/77 (COM(77)475 Final)
Proposal for a Council Regulation (EEC) temporarily and totally suspending the autonomous Common Customs Tariff duties on dessert apples.
S/1510/77 (COM(77)446 Final)
Proposal for a Council Regulation on the total or partial suspension of Common Customs Tariff duties on certain agricultural products originating in Turkey (Community autonomous measures in connection with generalised preferences) (1978).
S/1512/77 (COM(77)420 Final)
Proposal for a Council Regulation (EEC) concerning import arrangements for certain textile products originating in the Socialist Federal Republic of Yugoslavia.
R/2219/77 (COM(77)477 Final)
Proposal for a Council Regulation (EEC) on the granting of aid to certain producers of wine grapes intended for the production of table wines in certain wine-growing regions affected by natural disasters.
R/2244/77 (COM(77)457 Final)
Proposals for Council Regulations: fixing the threshold price for olive oil for the 1977-78 marketing year; amending Regulation (EEC) No. 3209/73 on the subsidy for olive oil.
R/2258/77 (COM(77)470 Final)
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 879/73 on the granting and reimbursement of aid accorded by the Member States to recognised producer groups in the hop sector; Proposal for a Council Regulation (EEC) on structural measures in the hops sector.
R/2276/77 (COM(77)458 Final)
Modifications to the proposal for a Council Decision establishing a consultation procedure and creating a Committee for transport infrastructure; Modifications to the proposal for a Council Regulation on support for projects of Community interest in transport infrastructure.

Consultative documents

R/2177/77 (COM(77)464 Final)
Commission communication to the Council on the administrative difficulties in collecting the co-responsibility levy in Italy.
R/2141/77 (COM(77)434 Final/2)
Report from the Commission to the Council on a bonus for exceptional service – 1976.
R/1999/77 Corr. 1 (CORR. 1 (COM(77)398 Final/2)
Fifth report of the European Social Fund – financial year 1976.
R/2008/77 (COM(77)387 Final)
Proposal for a Council Recommendation on fluorocarbons in the environment.

The above documents are available for consultation at the European Communities Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

Official publications on community matters

The following selected publications, issued during the period 13 June to 15 September 1977 can be ordered from HMSO, PO Box 569, London SE1 9NH, quoting the standard book number in parentheses after each title. Prices do not include postage. The second half of this list will be published next week.

Parliament

Command papers

6862: European Communities Treaty Series No. 57 (1977). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting with the Council, establishing supervision for certain products originating in Sweden (1977). Brussels, 21 December 1976. [For the purposes of the entry into operation of the European Communities (Definition of Treaties) (No. 2) Order 1977. (S.I. No. 823) the Decision is regarded as having entered into force for the United Kingdom on 11 May 1977.] 4 pp. (0 10 168620 X.) 15p.

6863: European Communities. Treaty Series No. 58 (1977). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council, establishing supervision for certain Products originating in Austria (1977). Brussels, 21 December 1976. [For the purposes of the entry into operation of the European Communities (Definition of Treaties) (No. 2) Order 1977. (S.I. No. 823) the Decision is regarded as having entered into force for the United Kingdom on 11 May 1977.] 4 pp. (0 10 168630 7.) 15p.

6871: European Communities. Treaty Series No. 63 (1977). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council, opening tariff preferences for products covered by that Community and originating in Portugal. Brussels, 16 June 1976. 2 pp. (0 10 168710 9.) 10p.

6872: European Communities No. 14 (1977). Cooperation Agreement between the European Atomic Energy Community and the International Atomic Energy Agency. Vienna, 1 December 1975. [The Agreement entered into force on 1 January 1976.] 4 pp. (0 10 168720 6.) 15p.

6878: European Communities No. 15 (1977). Agreement in the form of an Exchange of Letters relating to Article 9 of Protocol No. 1 to the Agreement between the European Economic Community and the State of Israel and concerning the Import into the Community of Fruit Salads originating in Israel. Brussels, 28 January 1977. [The Agreement was made under Article 113 of the Treaty establishing the European Economic Community.] 4 pp. (0 10 168780 X.) 15p.

6879: European Communities No. 16 (1977). Agreement in the form of an Exchange of Letters relating to Article 9 of Protocol No. 1 to the Agreement between the European Economic Community and the State of Israel and concerning the Import into the Community of Tomato Concentrates originating in Israel. Brussels, 28 January 1977. [The Agreement was made under Article 113 of the Treaty establishing the European Economic Community.] 4 pp. (0 10 168790 7.) 15p.

6887: European Communities No. 17 (1977). Developments in the European Communities. The United Kingdom Presidency. 44 pp. (0 10 168870 9.) 75p.

6894: European Communities No. 18 (1977). Co-operation Agreement between the European Economic Community and the Republic of Tunisia and Agreement between the Member States of the European Coal and Steel Community and the Republic of Tunisia (with final Act). Tunis, 25 April 1976. [The Agreements are not in force.] 130 pp. (0 10 168940 3.) £2.10.

6896: European Communities. Treaty Series No. 67 (1977). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council, extending the period of validity of the Decision of June 26 1975 opening tariff preferences for products covered by that Community and originating in Israel. Luxembourg, 29 June 1976. 2 pp. (0 10 168960 8.) 10p.

6907: European Communities No. 19 (1977). Agreement amending the Internal Agreement on the Financing and Administration of Community Aid signed on 11 July 1975. Brussels, 28 March 1977. [The Agreement has not entered into force.] 8 pp. (0 10 169070 3.) 25p.

6908: European Communities. Treaty Series No. 70 (1977). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council, on the opening of Tariff Preferences for Products within the Province of that Community originating in the Overseas Countries and Territories associated with the Community. Brussels, 20 January 1976. [The Decision entered into force on 1 April 1976.] 4 pp. (0 10 169080 0.) 15p.

6912: European Communities No. 20 (1977). Agreement between the European Economic Community and the Republic of Korea on Trade in Textiles. Brussels, 22 December 1976. [The Agreement was made under Article 113 of the Treaty establishing the European Economic Community and entered into force on 1 March 1977.] 16 pp. (0 10 169120 3.) 35p.

6917: European Communities No. 21 (1977). Financial Protocol between the European Economic Community and Greece. Brussels, 28 February 1977. [The Protocol has not been ratified by the United Kingdom.] 8 pp. (0 10 169170 X.) 25p.

House of Commons papers and bills (session 1976-77)

19th Report from the Joint Committee on European Legislation, etc, together with the minutes of evidence taken before sub-committee I on 30 March 1977 and appendices. Ethyl alcohol. 40 pp. (0 10 289377 2.) 60p.

20th Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Pesticides Refining Problems. European Social Fund. Audit Board Report and Budget Discharge 1975. 16 pp. (0 10 289277 6.) 35p.

Changes in 1978 UK trade classification

Next year there will be many changes in the UK overseas trade classification. This article draws attention to these changes which will be seen in 1978 *Overseas Trade Statistics* and other related publications.

Detailed statistics of the overseas trade of the United Kingdom are compiled by HM Customs and Excise Statistical Office and are made available in various forms, of which probably the best known is the monthly *Overseas Trade Statistics of the United Kingdom* (OTS) issued by the Department of Trade. A number of changes have taken place in the contents of the OTS in recent years mainly resulting from the UK's gradual adoption of the classifications and methodology of the EEC.

Trade statistics are compiled on the basis of the headings that appear in HM Customs and Excise Tariff and Overseas Trade Classification, generally referred to as the tariff. The tariff is based principally on the Customs Co-operation Council Nomenclature (CCCN) within the framework of which appear the headings of the EEC's common customs tariff (import duty headings) and Nimexe (statistical headings). The statistics are published in the OTS under the headings of the United Nations Standard International Trade Classification (SITC). The trade statistics available from the beginning of next year will reflect recent changes in both the SITC and the classifications incorporated in the tariff. (An article 'Trade statistics: the EEC's and other commodity classifications' published in *Trade and Industry*, 17 September 1976, page 726, explained the relationship of the different customs and trade statistics classifications.)

The new SITC

The United Nations Statistical Commission issued the first version of the SITC in 1951. This was updated and enlarged to appear in 1960 as the Standard International Trade Classification (Revised), or SITC(R), and it is this classification which currently provides the basic structure of the OTS. Another revision of the SITC was completed in 1974 and published as the SITC (revision 2) and this will form the basis of the OTS with effect from January 1978. SITC revision 2 has more headings than SITC(R) and the location of certain commodities within the classification has been changed. Whereas SITC(R) had 1312 basic items organised into 56 divisions, SITC revision 2 has 1832 basic items organised into 63 divisions. Notable among many changes is that while SITC(R) covered machinery and transport equipment in three divisions, SITC revision 2 has nine divisions for this purpose. Accordingly, users of the OTS will need to bear in mind that from 1978 many goods will be appearing under new SITC code numbers. As usual, however, HM Customs and Excise will issue their annual *Guide to the Classification for Overseas Trade Statistics* and the 1978 edition will list all the tariff headings under their appropriate SITC revision 2 codes.

The new CCCN

The SITC(R), a statistical classification, is correlated to the CCCN (formerly known as the Brussels Tariff Nomenclature or BTN) which is a nomenclature for customs purposes. This statistics/tariff correlation will be maintained after the introduction of the SITC revision 2 because the CCCN has also been revised. Amendments have been made aligned on the SITC revision 2 and also taking account of technical developments and changes in international trade, and these will be incorporated in the 1978 tariff. A number of current four-digit CCCN headings have been suppressed in the new version while the coverage of others has been widened and the text of many has been re-worded. Some of the interpretive notes to the nomenclature have also been changed, for example those defining certain metal alloys and those dealing with textiles containing mixtures of fibres. In consequence some commodities will be appearing under different CCCN code numbers next year.

The CCT

Following UK membership of the EEC the trade classification has been altered by the adoption of the common customs tariff (CCT), the phasing out of national duty distinctions and the incorporation of the headings of Nimexe. The UK tariff has included the headings of the CCT since 1974 when they were added to existing national duty headings and greatly complicated the classification as a whole. Under the terms of the act of accession to the EEC, UK import duties have been progressively brought into line with the CCT. The final phase of this process was largely completed in the middle of this year when, except for certain non-industrial goods, UK national duty distinctions ceased. Accordingly customs issued a new tariff for the second half of the year in which almost all the duty headings are those of the CCT, thus bringing about a considerable simplification in the UK trade classification. With effect from 1978 the only duty headings in the tariff will be those of the CCT.

The CCT is revised each year as new community duties are imposed or old ones lifted but additionally, since the CCT is a classification within the CCCN, it is being further amended for 1978 to reflect the revisions made to the CCCN. This revision has provided the opportunity for making some other changes to the CCT such as the deletion of headings covering very low trade values.

The incorporation of Nimexe

Within the framework of the CCT lie the headings of the EEC trade statistics classification Nimexe (the nomenclature of goods for the external trade statistics of the community and statistics of trade between member states). This is revised each year mainly to take account of requests for new statistical headings from European industry. The version valid for 1978 will additionally reflect the amendments to the CCCN and the CCT noted above as well as changes made to correlate it with the SITC revision 2. The headings of Nimexe have been incorporated into the UK trade classification in stages since 1974. This process will be completed next year so that the 1978 tariff will include all the headings that will appear in the 1978 Nimexe. The final adoption of Nimexe, not only by the United Kingdom but also by all the other EEC member states, from 1 January 1978 means that trade statistics relating to some 7000 commodities will be available for the community as a whole. In addition, because the trade classifications of member states will all be based on Nimexe it will be easier to compare the details of UK trade with those of the other community countries.

A point to be noted is that the 1978 UK trade classification will incorporate not only the text of Nimexe headings but their code numbers as well. In general the changes will not be great since the six-digit code numbers of Nimexe, like the current eight-digit code numbers of the UK classification, are mostly derived from the four-digit CCCN codes. In certain areas, however, the limited scope of the six-digit system has obliged Nimexe to adopt code numbers only partially aligned on those of the appropriate CCCN headings. An important instance of this will be found in 1978 in chapter 73 of the tariff covering iron and steel and articles thereof: goods proper to heading 73.15 of the CCCN have had to be allocated Nimexe codes based on pseudo four-digit numbers ranging from 73.61 for high carbon steel ingots to 73.76 for non-insulated alloy steel wire.

These many changes will be seen in customs tariff and in the monthly OTS and related publications. The tariff will incorporate the new CCCN, the revised CCT and all the headings of a revised Nimexe, while the OTS will be based on the second revision of the SITC. In view of these changes users of the trade statistics are advised to pay particular attention next year to the notes in the OTS.

Inquiries and sources of reference

Inquiries to the Chief Statistician, Economics and Statistics Division 5B, Department of Industry, 1 Victoria Street, London SW1H 0ET, or to the Controller, HM Customs and Excise Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex.

Of the classifications mentioned, SITC revision 2 was published in 1975 but the 1978 versions of the CCT, of Nimexe and of customs' tariff and the *Guide to the Overseas Trade Classification* will not be available until the end of this year. When issued they may be seen at the Statistics and Market Intelligence Library, Export House, Ludgate Hill, London EC4, tel. 01-248 5757. Copies may be obtained from HMSO, PO Box 569, London SE1.

Overseas trade news

Excellent spirit of co-operation at UK-Israel meeting

At their second meeting in London from 11 to 13 October the UK-Israel joint committee noted the increase in two way trade which had occurred in the previous twelve months and agreed that there were good prospects for growth to the benefit of both parties, in the current year and in future. In accordance with the terms of reference, the committee reviewed the development of trade between Israel and the UK in the period since it last met, and the prospects for 1977–8 in the light of the economic conditions prevailing in the two countries.

The committee welcomed the steps being taken to improve the comparability of trade statistics produced by the two countries and expressed the hope that differences could be resolved.

The committee reiterated their wish to encourage trade firstly by the promotion of trade through: trade fairs and exhibitions, national trade promotions; trade missions; exchange of information on packaging and design; and the continued exchange of expert advice on techniques of government assistance to export promotion. Secondly by increased use of the facilities available for market research. Thirdly by close co-operation in the simplification of trade documentation and procedures; and fourthly by fair and equal access to public purchasing opportunities in both countries.

Noting with approval the promotional activities which had taken place since the first meeting; the committee also discussed ways of facilitating access to public purchasing opportunities in both countries.

The committee was informed of progress in the EEC/Israel agreement and discussed a number of points of mutual interest, including the ratification by the UK of the additional and financial protocols to the EEC/Israel agreement and the difference in the tariff rates applied under the agreement to the exports of the three newer members of the community compared with those of the original Six.

The joint committee discussed in particular problems concerning the community's textile policy and its effects on reciprocal trade. The Israeli delegation also emphasised the need to maintain the existing UK tariffs on oranges and to extend them to the community as a whole. The UK delegation acknowledged the importance of this matter and expressed the hope that a satisfactory solution could be found before the end of 1977.

Aspects of the possible enlargement of the community were discussed and the expansion of the scope of the agreement on the basis of the review of its results which is due to take place in 1978.

There was an exchange of views on the current state of the multilateral trade negotiations and it was agreed that further exchanges would be desirable. The committee reiterated its wish to encourage reciprocal trade through seeking to remove barriers to trade such as those resulting from differences in standards and certification requirements. The desirability of reciprocal recognition of standards wherever possible was acknowledged and it was agreed that these problems would be examined further with a view to finding mutually satisfactory solutions.

The problem of the Arab boycott and its effects on the trade and economic relations between the two countries was discussed at length and the committee noted HMG's explicit opposition as stated by ministers in the House of Commons. The Israeli delegation repeated a request that practical steps should be taken in this respect.

The Israeli delegation drew the attention of the committee to the question of landing rights for Cargo Air Lines (Cal) and stressed the benefits which, in their view, an expansion of air cargo services could bring to the development of trade between the two countries. The UK delegation undertook to examine this request and to pursue the matter with the competent aviation authorities.

The committee acknowledged that the expansion of commercial relations entailed also industrial and R & D co-operation; and reviewed the possibilities for increasing industrial co-operation between Israel and the UK. It was felt that the two governments could play a helpful part in facilitating the flow of information and in bringing opportunities to the notice of enterprises and firms. The committee reached agreement on a number of practical steps to this end.

The committee was informed about the Israeli government policy regarding the encouragement of industrial R & D and the advantages which would accrue through co-operation between UK and Israeli industries and research institutions. It was agreed that further contacts should be pursued between the Chief Scientist in the Israeli Ministry of Industry, Trade and Tourism and the appropriate counterparts in the UK.

The committee welcomed the constructive discussions which had taken place and expressed satisfaction at the excellent spirit of co-operation which characterised the meetings.

The UK-Israel joint committee was established following the exchange of letters between the Minister of Commerce and Industry of Israel and the United Kingdom Secretary of State for Trade.

The UK delegation was led by Mr P. L. Gregson, an Under Secretary in the Department of Trade, London, and the Israeli delegation by Dr Y. Cohen, Assistant Director-General for Foreign Trade in the Ministry of Industry, Commerce and Tourism, Jerusalem.

Exporting to Japan seminar

Sir Michael Wilford, British ambassador in Tokyo, will address a joint meeting of the London Chamber of Commerce and Industry and the Japan Association on Tuesday, 25 October at the Chamber's offices at 69 Cannon Street, London EC4.

The need for increased British exports to Japan has been the subject of regular and intense discussions over the past year, at both government and industry level. Sir Michael Wilford will comment on the progress of these discussions – how far they have resulted in an expansion of British sales; what problems still face the British exporter and how these might be overcome; and what sectors of the Japanese market offer the best opportunities.

Staff from the BOTB's Exports to Japan Unit will also be present to answer questions on the wide range of assistance available to the British exporter, both in the UK and in Japan.

Inquiries to Diane Wright, tel. 01-248 4444 ext. 336 or 308.

Hints to business men booklets

A revised edition of the booklet on Belgium and Luxembourg has been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

New edition of IMDG code from Imco

A completely new edition of the International Maritime Dangerous Goods Code (IMDG code) is to be published next month by the Inter-governmental Maritime Consultative Organisation, the United Nations specialised agency concerned with shipping.

The code is designed to assist compliance with the requirements regarding the carriage of dangerous goods by sea which appear in the International Convention for the Safety of Life at Sea. It is also intended to serve as a basis for individual requirements in order to provide harmonisation between countries engaged in the carriage of dangerous goods.

The new edition will be published in four loose-leaf volumes. Previously it has appeared in three bound volumes with four supplements. The new edition – which has taken more than a year to prepare – will include all amendments to the code up to and including number 13 (1976), as well as annex I, which deals with packing details. It will also include an updated and expanded new general index of dangerous goods and a table of UN numbers with corresponding IMDG code page numbers.

The new loose-leaf format will make it much easier to amend and update the code. Amendments will be issued from time to time as replacement pages which can simply be inserted into the appropriate volume.

Volumes I and II of the English edition are expected to be available in November, and volumes III and IV in December/January 1978. The French edition will follow soon after.

The price for a set of four volumes in either language will be £30, plus packing and postage by surface mail (£2.00 for the United Kingdom and £3.00 elsewhere). The sales numbers are 77.01.E (English) and 77.01.F (French). Volumes cannot be sold separately.

Orders can be sent to the Publications Section, Imco, 101-104 Piccadilly, London W1V 0AE, and should be accompanied by a remittance for the full amount. The volumes will be sent to the customer as soon as they became available.

Customers wishing to receive future amendments should inform the publications section, who will send all the necessary information as soon as it becomes available.

Marine safety committee meeting

Over the past fortnight, at a special joint meeting, Imco's Maritime Safety and Marine Environment Protection Committees have been considering proposals for improving tanker safety and pollution prevention in preparation for a conference next February.

The initiative behind these discussions came from the United States, after the series of tanker accidents around its coasts last winter. The proposals now before the meeting fall into two main categories. First, proposals for improving enforcement measures, including more inspections. In this category the United Kingdom has put forward a proposal for the formation of a Marine Safety Corps to assist countries in ship inspection and other matters. And second, proposals affecting tanker construction and equipment.

The objective of the present joint meeting has been to prepare draft protocols to Imco's 1973 Marine Pollution Convention and its 1974 Safety Convention for consideration and adoption by a diplomatic conference in London in February 1978.

UK ratifies convention for safety of life at sea

The UK ratified the International Convention for the Safety of Life at Sea 1974 on 7 October and became the ninth contracting state to the convention.

The UK is the most important country of the nine which have so far ratified in terms of fleet tonnage. The convention will enter into force after at least twenty five states, whose combined merchant fleets amount to at least fifty per cent of the world's gross tonnage, have become parties. UK ratification will accordingly assist meeting the target date for the coming into force of the convention of July 1979 set by Imco's maritime safety committee.

The convention which is commonly known as Solas 1974 is the latest in a line of conventions relating to safety at sea. The Solas conventions are produced by the Intergovernmental Maritime Consultative Organisation, the specialised agency of the United Nations concerned with maritime affairs. They are the principal international conventions covering safety at sea. (Solas 1960 which replaced Solas 1949 is the one currently in force). It was a UK initiative which led to a conference in 1974 resulting in the 1974 convention which is designed to incorporate all the amendments to the 1960 convention and provide for an accelerated procedure for the making of future amendments.

The convention introduces requirements in the following areas: safety of navigation; provisions affecting radars, gyro-compasses, pilot hoists, auto-pilots and homing equipment; measures for fire protection, detection and extinction; the carriage of grain and the use of certain fuel oils.

UK ratification follows the enactment on 23 July 1977 of the Merchant Shipping (Safety Convention) Act 1977 which provided the powers necessary to implement the convention.

Oil, gas and petrochemical industries in Iran

A 58 page survey has been prepared by the commercial department of the British embassy in Tehran. Separate sections are devoted to the oil, gas and petrochemical industries in Iran, giving descriptions of the structure of each industry, as well as of the purchasing procedures of Iranian government departments and of projects and joint ventures in progress or under consideration. Statistics and detailed information are provided in an annexe.

The survey is the only document of its kind generally available to UK exporters. It is the result of many months work by the embassy and the technical information provided is detailed and comprehensive. Opportunities for the supply of equipment and services are identified and the names of the appropriate people and organisations to contact are given.

Copies, price £15 post free, are available to British companies only, from the Central Library, Room LG37, 1 Victoria Street, London SW14 0ET. Orders should be accompanied by remittances, with cheques made payable to the Department of Industry. General inquiries about the survey should be directed to Miss L. O'Neil, General Export Services Branch, Department of Trade, 50 Ludgate Hill, London EC4M 7HY, tel. 01-248 5757 ext. 7401.

Birmingham chamber in Mauritius

Mauritius was the final call of a Birmingham Chamber of Industry and Commerce trade mission which during September, had earlier visited Kenya, Zambia and Tanzania. Nineteen companies took part in the mission.

The mission was the first to visit Mauritius since the London Chamber of Commerce mission in 1975. The leader and secretary were received by the acting Prime Minister of Mauritius, Dayanundlall Basant Rai. A reception in honour of the visiting mission was given by the British high commissioner, Mr W. A. Ward.

Two new leaflets published by ECGD

ECGD has introduced a new leaflet *Guarantees for Bonds* describing its support for the issue of bonds for overseas contracts worth £1 million or more on cash or near cash terms. The leaflet also outlines the ECGD scheme to insure bonds raised by exporters against the risk of the bonds being 'called' unfairly.

Since the introduction of the bond support scheme in February 1975 (covering performance, tender, advance payment and progress payment bonds) 71 guarantees have been issued in support of overseas contracts valued at £1,200 million. The demand for this form of cover has accelerated considerably in recent months; 42 guarantees for export contracts valued at over £900 million have been issued since 1 January 1977. Cases currently under consideration involve UK export contracts valued at more than £2,000 million. Some 80 per cent of contracts with ECGD bond support are to buyers in the Middle East.

ECGD have also published a leaflet

Contracting in foreign currency which describes how foreign currency invoicing can help exporters and outlines the workings of the ECGD foreign currency for finance scheme for capital goods exports.

Copies of the new leaflet, may be obtained from Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699 ext. 258, or from ECGD regional offices in Belfast, Birmingham, Bristol, Cambridge, Glasgow, Leeds, Manchester and London; West End, Croydon and Tottenham.

New business opportunities in China . . .

A two-day residential seminar on new British business opportunities in China has been arranged by the Centre for International Briefing, in co-operation with the Sino-British Trade Council at Farnham, Surrey, from 23 to 25 November.

The programme will include a talk on China in the contemporary world by Richard Harris, deputy foreign editor of *The Times*; a report on a recent mission to Peking given by Lord Nelson of Stafford, chairman of GEC Ltd, and Sir John Keswick, director of Jardine, Matheson and Co Ltd, and a talk by Peter Marshall of the Sino-British Trade Council on recent developments in defence, science and technology, agriculture and industry. Other avenues of business including medicine, science and education will be discussed by Elizabeth Wright, deputy director of the Great Britain China Centre. There will also be case studies and panel discussions.

. . . and doing business in Argentina

In conjunction with the London Chamber of Commerce and Industry, the Centre for International Briefing is also holding a two-day residential seminar on doing business in Argentina, from 21 and 22 November.

The programme will include sessions on the recent political background and future prospects in Argentina, the recent economic background and future prospects, export business opportunities, appointing agents, joint ventures and export financing.

Further details on both seminars are available from: the Seminar Secretary, The Centre for International Briefing, The Castle, Farnham, Surrey GU9 0AG.

Insight into the Caribbean

A new publication *Insight*, a monthly bulletin on the Caribbean has been launched by the *West Indies Chronicle* in association with the West India Committee.

Insight is designed with businessmen in mind and includes details of the latest Caribbean economic and political developments, European developments that affect the region, a summary of all major events taking place in the area in the preceding month and details of contracts, tariffs and tenders.

Further details are obtainable from the West Indies Chronicle, 18 Grosvenor Street, London W1X 0HP, tel. 01-629 6353.

End-use relief: changes in procedure

Important changes are to be made to the system of customs control for end-use relief from 1 January 1978. The changes will affect all persons who import or receive goods which benefit from a reduced or nil rate of duty and/or levy dependent on end-use. Such goods are identified in the UK customs tariff by a special symbol and associated footnote. The new arrangements do not affect the existing end-use procedures for frozen beef and intervention goods.

On 1 January the UK, in common with all other member states of the European Economic Community, will implement the measures that have been agreed in the EEC for a new harmonised system of control of end-use relief. The new measures have been designed to provide equality of treatment throughout the EEC, and include a new procedure to allow the goods to be transferred from one member state to another. Special provisions have also been drawn up to meet the requirements of the shipbuilding and aircraft construction and repair industries.

Under the new system the UK will no longer require end-use undertakings from importers, but will instead follow the practice already used in most other member states whereby all importers and users of end-use goods must be authorised by customs before they can receive these goods. The authorisation procedure provides for the obligation to put the goods to the prescribed end-use or pay the uncollected duty to be transferred with the goods whenever they are passed to a third party, and represents an improvement on the present system under which importers are bound by their undertaking to remain responsible for the use of the goods after they have been sold or passed on.

Full details of the new procedure and the action that must be taken in preparation for 1 January 1978 are set out in the revised notice 770 (October 1977). All persons who are likely to import or receive end-use goods on or after 1 January are advised to contact their local office of Customs and Excise and obtain a copy of the new notice without delay.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. telephone inquiries should be addressed to the number at the end of the notice.

1640: Imports of bananas from the dollar area

To offset expected shortfalls in supplies of fresh bananas to the UK from other sources, a further supplementary quota of 3500 tonnes has been established for imports from the dollar area.

In order to ensure continuity of imports, the supplementary quota will be allocated between existing licence holders, having regard to the use they made of their allocations under the quotas for 1976–77.

Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier.

Licences issued under these arrangements will be valid for three months.

Inquiries: Import Licensing Branch, 01-603 4644, ext. 237.

MIDDLE EAST CONSTRUCTION

The Middle Eastern markets are THE markets for enterprising exporters. MIDDLE EAST CONSTRUCTION has rapidly established itself as THE English language monthly medium through which British firms can influence the specification and sale of their products, services and expertise. Every edition produces hundreds of worthwhile enquiries from construction readers in the oil rich states which are forwarded to our advertisers.

To find out what's going on in this rapidly expanding market, and to make certain that you share in this success story, become an annual subscriber at £18.00 (post paid) by sending your remittance (cheques payable to MIDDLE EAST CONSTRUCTION) to Ron Dullage at New World Publishers Ltd., Room 212, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ, or for further advertising details contact Michael Wills, Advertisement Manager, Room 107 at the above address or phone him on 01-643 8040, ext. 4335.

ENCIRCLE TI 632 ON PAGE 158 FOR FURTHER INFORMATION

Overseas trade exhibitions

New records at Japan audio show

From J. W. MacDonald, British embassy, Tokyo

Within two years, the market in Japan for British loudspeakers could be worth £10 million. This was the confident statement made by Raymond Cooke, managing director of KEF Electronics Ltd and leader of the Federation of British Audio trade mission recently in Japan.

The purpose of the mission was two-fold: Of the 13 companies represented, seven were participating in the Japan audio fair in Osaka from 23 to 29 September, and others made use of the excellent opportunity afforded by the fair to further their contacts with the trade, or to explore the potential for their products in the highly sophisticated and knowledgeable Japan audio market.

The audio fair is perhaps the foremost in its field in the world. This year was no exception, with 84 companies participating. Local manufacturers competed fiercely to put on the most lavish displays of products, in order to catch the eye of the 221 000 visitors, almost as many as attended the joint electronics and audio show in 1976. The British contingent, who occupied a prime site on a group stand organised by the Federation of British Audio in association with the British Overseas Trade Board, were surprised at the depth of the technical knowledge held by visitors, both from the trade and general members of the public. British loudspeakers are noted in Japan for their quality and purity of sound. The opportunity was taken on this occasion also to display record cleaners, high quality amplifiers and turntables. Also arousing great interest was the synthesiser demonstrated by Dubreq Ltd.

Filling a niche

The general popularity of the British stand demonstrated once again the fact that what appears on the surface to be a market totally dominated by local manufacturers can be of great interest to British companies with specialised products, able to fill a niche. Very rarely are direct orders received at Japanese trade show. Rather, they provide an excellent means of moving further into the market, with business discussions held in private away from the show. Nor is there any great haste on the part of the Japanese businessman to conclude deals.

In the experience of the British exhibitors, however, the fact that the present show had been preceded by exhibitions at the British Export Marketing Centre in 1974 and 1976 was a factor in further demonstrating to the trade and the public that the British audio industry is here to stay, with something worthwhile to offer. The potential of the market is such that Mr Cooke's forecast may even prove to be on the cautious side.

British stands prove popular at the audio fair in Japan.

British dominate Chicago boat show

From Norman Olso, British consulate-general, Chicago

Twenty-five British companies exhibited in a joint venture at the 19th international marine trades exhibit and conference (Imtec) in Chicago from 22 to 25 September. There was also a Ship and Boat Builders National Federation (SBBNF) scatter mission starting its North American visit programme at the Chicago show which was the largest in Imtec history. Other foreign group exhibits included France, Sweden, Canada and Italy but the British group was the largest and most impressive.

With retail sales of new recreational boating equipment in excess of $3 billion for the 1976-77 model year there is good reason for this interest in the United States market. Sales topped last year's record by nearly half a billion dollars with Mr Matt Kaufman, president of Boating Industries Association commenting that 'inflation accounted for much of the increase, but there was a gain in unit volume, too, in many product categories.'

Tom Norreys, managing director of Avon Inflatables Ltd feels the marine trades exhibit has become progressively better over the years and can now be considered an international event equal in importance to Earls Court and Hamburg boat shows. Jack Gault of Munster Simons Engineering (Whale Pumps) emphasised this point by commenting that he met people from Europe, South America, Australia, Canada and the Middle East. Imtec is indeed an international event with some 35 000 trade visitors from 55 countries reviewing the products of over 850 exhibitors who occupied close to 875 000 gross sq ft of space inside and on the mall of the McCormick Place Exhibition Center.

Sponsored by the British Overseas Trade Board and the Ship and Boat Builders National Federation, the British joint venture group exhibited on a large block of space that was colourful and well designed for the marine exhibit. Most of the British exhibitors are established in the United States with Robin Bucknell of British Seagull pretty well summarising the reason for exhibiting by commenting on his own company, 'we come here not only to support our three US distributors, but to expose ourselves to the American trade with a view to building up our dealer networks, to see all the competition in its country of origin and last but not least to meet distributors and dealers from other parts of the world'.

Back next year

Newcomers can also be successful as typified by first time Chicago exhibitor John Neate of UA Engineering Ltd; 'we have found this show so useful to us this first time that we have participated in it that we definitely decided to come back next year.'

The Duke of Kent was also in Chicago to open a major British store promotion and to visit the British exhibitors at the show. As vice-chairman of the British Overseas Trade Board, he took particular interest in the

volume of business conducted, the quality of goods offered and the cheeriness of the British exhibitors.

Guy Dixon, managing director of Electronic Laboratories Ltd and chairman of the export committee of the SBBNF reflected British participation at Imtec when he commented that 'we started at this show some 10 years ago with nine firms in the joint venture, it took several years for the United States industry to realise that we were here to stay, but they did accept us and now expect us to be part of this event each year. We have established our identity here, our creditability is good and the quality of our products is respected'.

McCormick Place, on the shore of Lake Michigan, provides an excellent setting for a boat show and the exhibition centre is one of the best. In 1978 the 20th international marine trade exhibition and conference will return to McCormick Place from 28 September to 10 October.

Satisfactory business in Paris

From Robert Hyde, British embassy, Paris

This year's well attended autumn sessions of the Paris international menswear show (Sehm) and children's fashionwear show, held from 10 to 13 September, again saw large British joint ventures, sponsored respectively by the Clothing Export Council and the National Children's Wear Association.

The British group at Sehm consisted of 39 companies, a record for this session of the show. Among those who did particularly well were Chatters, showing fashion casual wear, and British Van Heusen and Early Times, both enjoying good results with their shirt ranges.

At the neighbouring Salon de la Mode Enfantine, 23 firms took part in the joint venture, including four showing here for the first time. In a group which as a whole recorded satisfactory business, David Rome, Little Saints and Paula Lee were again markedly successful, while among the newcovers William Hollings of the Viyella group made a promising debut.

Keen competition at Essen

From M. Crook, British consulate-general, Dusseldorf

The ninth international welding and cutting exhibition in Essen, 21 to 28 September housed 380 exhibitors from 20 countries representing four continents and attracted 116 000 visitors of which 30 per cent were from abroad.

The British joint venture stand, which housed 28 manufacturers under the sponsorship of Beama, attracted many visitors and the interest shown in the equipment confirmed that British welding and cutting machinery and accessories is looked upon as being technically highly advanced, reliable in performance and competitive in price. The British exhibitors were well satisfied with the results.

As this international exhibition is the world's largest of its kind, it is only natural that the competition is keen. Exhibitors at this event do not really expect to take orders on the spot. It is accepted that potential users of such highly technical equipment wish to study the equipment offered to solve their individual problems and subsequently make further inquiries. Despite this fact, however, a number of the British exhibitors took firm orders on their stands. Among these firms were Max Arc Ltd who secured an order for diesel driven welding sets for Saudi-Arabia worth £40,000; F. Bode and Son Ltd, world leaders in welding positioners, who booked orders from Federal Germany, Poland and Holland worth £33,000. Cooperheat Ltd received an order for pre- and post-weld-heat treatment from West Berlin worth £65,000. British Oxygen Ltd, the largest British exhibitor, received visitors from 29 countries and booked firm orders worth £120,000.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Worthwhile visit to South Africa

From R. S. Roberts, British consulate-general, Johannesburg

Thirteen British companies sponsored by the British Institute of Packaging participated in a joint venture at the international South African packaging and food processing exhibition held in Johannesburg from 29 August to 2 September. The exhibition attracted some 60 exhibitors and 5500, predominantly trade, visitors, somewhat lower figures than two years ago as a result of the current economic recession in South Africa.

The British section, which included an information stand manned by the British Institute of Packaging, was visited by Mr J. Bloom, chairman of Premier Milling, who opened the exhibition and by the British Ambassador, Sir David Scott, and the director of trade promotion, Mr J. F. J. Jardine. It featured a wide range of products including automatic weighers, horizontal form fill and seal machines, electronic fluid-flow weighers, aerosol filling machines, metal detectors, labelling machines, six head liquid filling machines, homogenising machines and mixing machines.

The British exhibitors not already represented in South Africa were successful in appointing agents but the economic recession meant that immediate orders were had to come by. However, most of the British participants received a satisfactory number of inquiries and, taking a long term view of the market prospects, regarded their participation as worthwhile.

Warm reception for British at fire chiefs' exhibition

From G. S. W. Gush, British consulate-general, Houston.

Eight British companies, in joint venture with the British Overseas Trade Board and sponsored by the London Chamber of Commerce, took part in the 104th international association of fire chiefs' annual conference and exhibition held from 25-29 September, at the Currigan Center, Denver, Colorado.

Favourably placed

Angus Fire Armour exhibited hose, foam and other fire fighting equipment; Chubb Fire Security Ltd, their 'Protector' airfield crash truck and associated equipment. Walter Frank and Sons Ltd, fire hose equipment, coupling, strainers, connection valves, etc. Mandoval Ltd, Mandoseal, Mandolite P20 and Marine Mandolite fire protection vermiculite coatings; Plessey Ltd, the Figaro emergency communication system; Reynolds Broughton Ltd's illuminated transparencies of custom built vehicle chassis for fire trucks; Simon Engineering Ltd, photographic displays of the Simon Snorkel, and Unisaf Publications Ltd, journals on the fire protection industry.

Seven of the British exhibits were favourably placed together in a central position in the large Currigan Center; Chubb, which required a large space to accommodate the 'Protector' was situated some distance from the other seven. All of the British exhibits were easily identifiable by the Union Jack and Silver Jubilee crest which were displayed on each stand. Plessey and Unisaf, though both well familiar with the huge US market, were newcomers to the IFCC; the other British exhibitors were veterans of the show. The British exhibitors were the only group from overseas taking part.

Virtually all of the best known American manufacturers of fire fighting equipment participated, including Chrysler Corp., Detroit Diesel, Hughes Aircraft, Uniroyal, DuPont, etc. A great variety of equipment was displayed from large heavy-duty fire trucks with ladders extendable to 150 ft, to minute electronic components for communication systems.

Highly successful

The convention, which was considered as highly successful, was attended by 4500 officers and members of their staffs, as well as manufacturers and agents dealing in equipment for the fire protection industry, who came from all parts of the United States; some also came from Canada and South America.

All the British companies were very well pleased with the results they achieved and considered that their participation had been very rewarding. All had gathered valuable information on the fire prevention market in the United States, in addition to receiving many useful inquiries; those seeking representatives had found many potential agents while others had received sizable orders.

Overseas trade export services

Stott introduces turnkey contracts

W. H. Stott and Co Ltd, established in shipping for over 125 years, is now offering a fully integrated movement concept to worldwide markets by its specialised contracts division.

The company reports that recent major turnkey projects have successfully been completed, covering a wide variety of areas ranging from the forests of Finland to the scrublands of Somalia. W. H. Stott and Co Ltd entered into these contracts at their inception and progressed them from point of origin through to overseas site. At all time, close liaison is maintained between W. H. Stott and Co Ltd, the client and his site personnel to assess contract progress. Initially a research and feasibility study is undertaken to ascertain most suitable routing, equipment requirements, topography, climatic conditions and local customs which could affect any movement.

UK operations, the company says, are fully supervised, controlled and co-ordinated to ensure maximum efficiency and economy, including the most suitable method of overseas transportation. Each individual worldwide movement is assessed on its own merits and as required an overseas operational unit established. This may consist of a management team and back-up equipment, the number of men and amount of equipment being dependent upon the contract requirement. The concept of controlled movement being the ultimate aim, however a permutation or portion of the overall services offered may well suffice.

Further information: circle 850

New subway system at Heathrow

A new dimension was added to passenger travel at London's Heathrow airport by the opening this month of a pedestrian subway system which inter-connects the three air terminals.

The £5.7 million development provides a speedy and comfortable interchange between the terminals for passengers, airport visitors and staff. It was planned by British Airports and constructed under the airport's busy central area while road traffic circled the site. Improvements to the central roads system were also incorporated in the programme.

The subways pave the way for the opening in December of the new underground station in the centre of Heathrow. They will provide direct links between Piccadilly Line trains and the air terminals.

Nine moving walkways cover more than half the walking distances within the subways. Baggage trolleys can be used throughout the complex and also on the walkways which are extra wide to allow passengers to overtake.

Every exit and entrance has at least two methods of access – the combinations of escalators, lifts, ramps and stairs are designed to meet the needs of all pedestrian traffic and serve both flight departures and arrivals sections of the terminals.

This month's opening, performed by the chairman of British Airports, Norman Payne, marks the completion of the first in a series of major developments by British Airports at Heathrow which will provide the most modern facilities for passengers. Others include the redevelopment of Terminal 2, expansion of Terminal 3 arrivals, extensive modifications to Terminal 3 car park and the development of the Eurogate satellite terminal.

Emery air freight expands

Emery Air Freight is expanding its operations in the Middle East and Africa and has appointed agents throughout this fast developing area to give shippers in Europe and the United States, and consignees in the countries served, the same quality of air freight service on other Emery routes.

A new leaflet outlining Emery facilities in the various countries served and providing guidelines on local handling procedures has now been published by the air freight forwarder.

Further information: circle 851

Big recovery in cargo handling

More than 1900 tonnes of commercial export and transhipment cargo were handled at British Airways' Heathrow cargocentre during the first week in October.

The figure was the highest for a year and was achieved despite an overall reduction in flights caused by the air traffic control assistants' strike.

The import section at the cargocentre achieved its highest weekly level of activity for two years when 993 tonnes of import cargo and 586 tonnes of transhipment cargo were handled in mid-September.

Frank Hudson, British Airways' commercial manager cargo UK, said that the figures were an excellent pointer to recovery after the initial problems of integrating the airline's long-haul and short-haul cargo facilities at Heathrow.

Further information: circle 852

Corrosion advice service formed in middle east

Technical expertise and experience of three anti-corrosion companies, are to be pooled in a joint venture association operating from a permanent base in the Gulf area. The new company, Gulf Anti-Corrosion Ltd, aims to eliminate the problems of operating from the UK by offering an immediate service from engineering staff on the spot.

Winn and Coales (Denso) Ltd have gained a significant proportion of this large export market for their various wrapping products, as have PI Corrosion Engineers Ltd in the corrosion protection field, covering consultancy and installation projects. The third member of the joint venture is Skarpenord (UK) Ltd who have recently been awarded the sacrificial anode contract for Jubail OSTT in Saudi Arabia.

Further information: circle 853

Rigging adds trailers to its fleet

Rigging International Europe Ltd, the worldwide engineering and heavy-lift rigging contracting company, has added 500-ton capacity rubber-tyred trailers to its fleet of transportation and heavy-lift equipment.

The company's equipment already includes 4000 tons of crawler transporter capacity, which are modular and can be used individually and as full-trailers or semi-trailers and in various combinations of lay-out according to the size, shape and weight of the load being transported. Independent steering on each wheel set makes the trailers extremely manoeuvrable and a unique suspension system allows smooth, uninterrupted passage over uneven surfaces.

Further information: circle 854

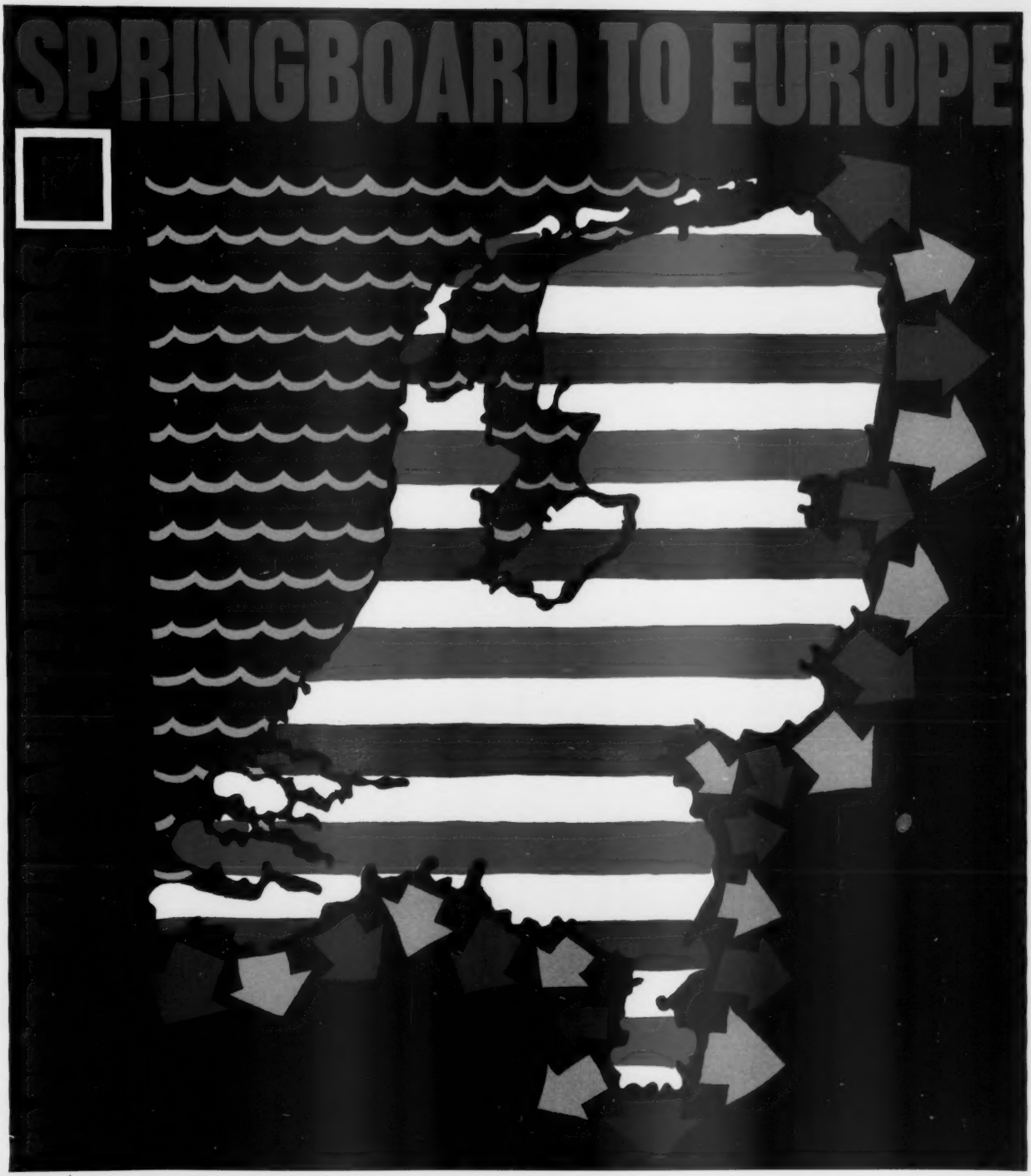
Extended container services to Malta

Manchester Liners have further extended services from Scotland to Malta by introducing groupage facilities for less-than-container-load cargo from their depot at Clyde Container Services, Braehead, Renfrew.

Further information: circle 855

Trade and Industry

special report October 1977



THE TOPS AT WHIPPING THINGS TO HOLLAND

We don't have to crack the whip to get suppliers working for us.

We have our own trailers, our own ferry vessels, our own roll-on/roll-off terminals and depots throughout Europe to give the fastest possible door-to-door transport service.

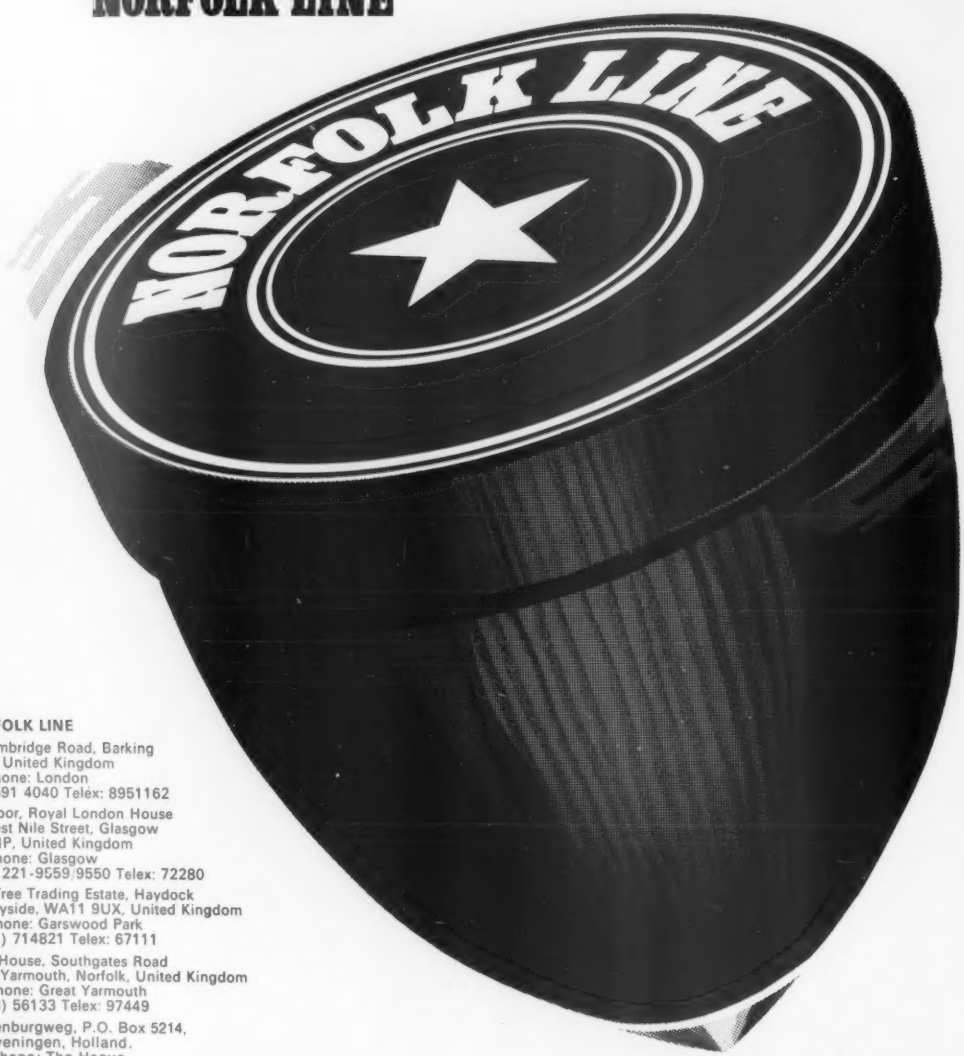
It gives us complete control when we need it, and the flexibility to deal with the last minute problems that occur in any international freighting operation.

A load picked up in the industrial heartland of Britain one morning can be delivered in northern Europe the next.

For longer hauls our total transit times can be just as impressive.

If your freighting problems have you spinning, ask us to whip round and sort them.

NORFOLK LINE



NORFOLK LINE

38 Cambridge Road, Barking
Essex, United Kingdom
Telephone: London
(01) 591 4040 Telex: 8951162

7th Floor, Royal London House
54 West Nile Street, Glasgow
G1 2NP, United Kingdom
Telephone: Glasgow
(041) 221-9559/9550 Telex: 72280

Yew Tree Trading Estate, Haydock
Merseyside, WA11 9UX, United Kingdom
Telephone: Garswood Park
(0942) 714821 Telex: 67111

Atlas House, Southgates Road
Great Yarmouth, Norfolk, United Kingdom
Telephone: Great Yarmouth
(0493) 56133 Telex: 97449

Kranenburgweg, P.O. Box 5214,
Scheveningen, Holland.
Telephone: The Hague
(010-31-70) 514601 Telex: 31515

ENCIRCLE TI 635 ON PAGE 158 FOR FURTHER INFORMATION

Special report

Contents

Opportunity unlimited
by Barry Reed, chairman and managing director of Austin Reed, page 2

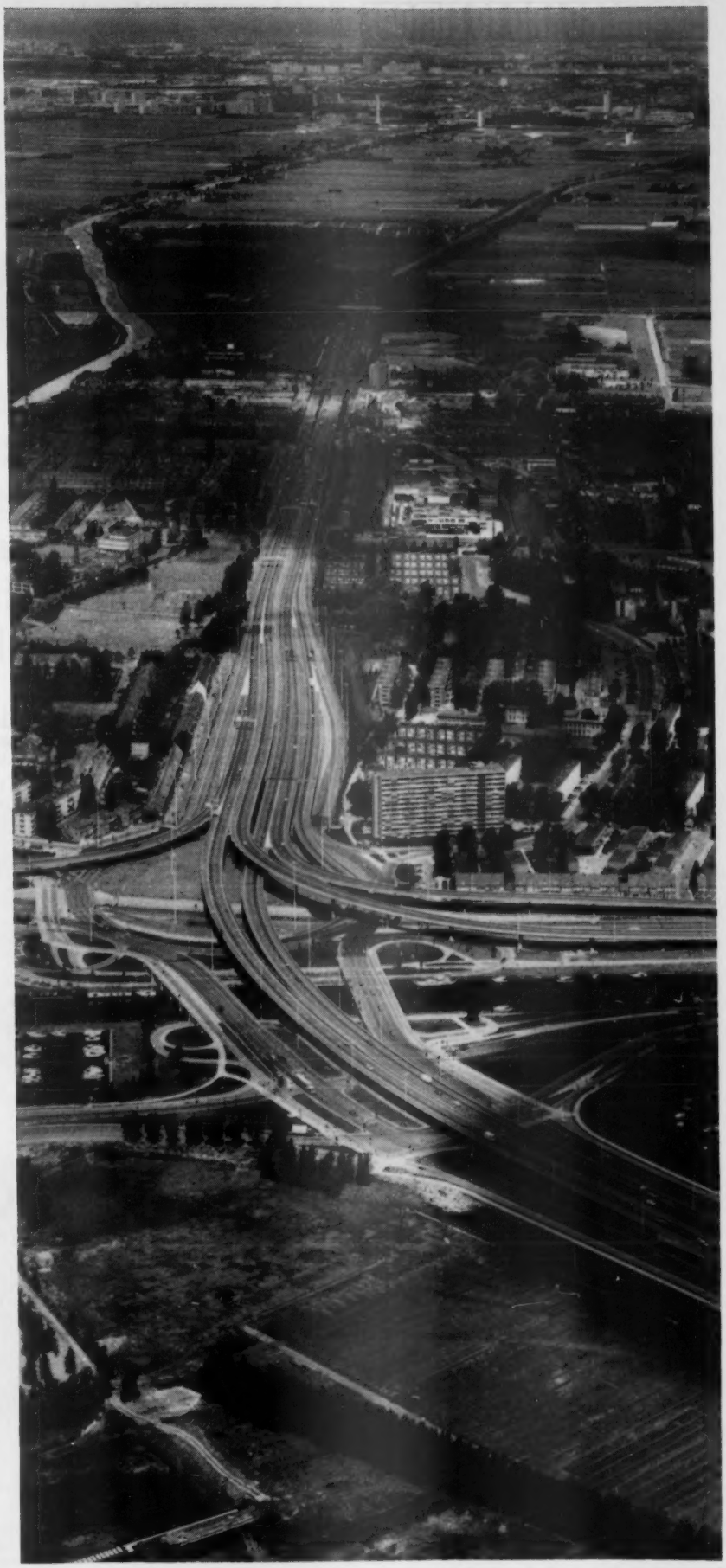
Springboard to Europe
by Sir Richard Sykes, HM ambassador to the Netherlands, page 6

Facts and contacts
pages 8, 9

The market
by John Bentley, page 8

Economic update
page 10

Invisibles: figures and scope
by John Trout, HM consul-general, Amsterdam, pages 14, 16



Picture shows intersection of two major motor ways to the north of Rotterdam

Published with 21 October 1977 issue

Trade and Industry
Room 439, 1 Victoria Street, London SW1H 0ET
Tel: 01-215 5730

© Crown Copyright 1977

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty s Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Opportunity unlimited

An introduction to the market

by Barry Reed,

chairman and managing director, Austin Reed Group Ltd, and chairman of the Netherlands Trade committee

If we look across the North Sea at the Netherlands we see a partner in the European community with whom we have been trading for many centuries. The links between our two countries are long-standing and very close; our accession to the community in 1973 did not change the relationship but only deepened and widened it.

The economic situation of the Netherlands within the community today is not dissimilar from that of her principal trading partner – West Germany. The strength of the economy of both countries is highly dependent upon their external trade, and as a result of the continuing low level of world trade both are experiencing difficulty in maintaining their levels of exports. The guilder, like the deutschmark, is very firm and has behind it the support of a strong balance of payments in the Netherlands which comes from the reserves of natural gas that the Dutch have enjoyed for many years; both countries are as a result facing the problem of remaining price competitive.

There are advantages and disadvantages in this high dependence upon international trade; while it adds to the competition and the choice for the consumer it also means that the UK and the Netherlands are very susceptible to movements in the world economic situation and while the rate of inflation in the Netherlands is only 6.8 per cent, the UK at least is still suffering from the effects of world inflation.

The very large adverse trade balance which we had with the Dutch in 1976 has started to fall. It will probably go down in 1977 to about £350 million. Revenue from North Sea oil has begun to have its effect but substantial increases in our exports of manufactured goods have also made a definite contribution to the improved picture. We cannot afford to rest on our success. Our share of the total Netherlands market came to just over 6 per cent last year and if we are to build on our present poor showing we must be prepared to market our capital equipment more extensively.

Opportunities ahead for British exporters

Rotterdam and Amsterdam are among the greatest ports in the world and it is easy to recognise that there are opportunities in the marine equipment and port handling sectors; but there are also other fields that have come to the forefront as a result of the changes in the pattern of trade which have followed on the formation of the community. Membership of the community has very greatly expanded the food producing resources of the country. Two results have flowed from this development. First, the United Kingdom has become a customer for a very large amount of Dutch produce, which comes from or through the ports of the Netherlands. The second aspect of

The 'Maasvlakte' will be Rotterdam's latest industrial area, located on a deep shipping channel. The new land juts out into the sea and has been formed largely from sand pumped up from the seabed. In the distance is Europoort and on the left the 'Nieuwe Waterweg' (the Rhine).

Lloyds Bank Group in the Netherlands.

Lloyds Bank International, established in the Netherlands for over ten years, has a comprehensive knowledge of local conditions and can offer a full range of banking and financial services to companies wishing to do business in the Netherlands.

Lloyds Bank International:

Herengracht 444-446,
Amsterdam 1002.
Tel: 26 35 35

Schiedamse Vest 103,
Rotterdam 3012.
Tel: 11 00 10

Wholly owned subsidiaries:

Bax' Bank N.V.
26 Nieuwe Uitleg,
The Hague.
Tel: 62 43 81

Gilissen Jonker N.V.
(Stock Brokers)
Herengracht 444-446,
Amsterdam 1002.
Tel: 26 35 35/24 78 39

For further information, please contact any of the above or our European Division in London.

LLOYDS BANK INTERNATIONAL

40/66 Queen Victoria St., London EC4P 4EL. Tel: 01-248 9822
A member of the Lloyds Bank Group

LBI, the Bank of London & South America and their subsidiaries have offices in: Argentina, Australia, Bahamas, Bahrain, Belgium, Brazil, Canada, Cayman Islands, Chile, Colombia, Costa Rica, Ecuador, Egypt, El Salvador, France, Federal Republic of Germany, Guatemala, Guernsey, Honduras, Hong Kong, Iran, Japan, Jersey, Malaysia, Mexico, Monaco, The Netherlands, Nicaragua, Panama, Paraguay, Peru, Philippines, Portugal, Republic of Korea, Singapore, Spain, Switzerland, United Arab Emirates, United Kingdom, U.S.A., U.S.S.R., Uruguay, Venezuela.

ENCIRCLE TI 630 ON PAGE 158 FOR FURTHER INFORMATION

the change is the greater opportunities for us to sell food processing and packaging machinery. British manufacturers of this type of equipment would do well to discover Dutch buyers' present sources of supply and to see whether this sort of equipment can be copied or replaced by existing British equipment.

Consumer goods

The penetration of the retail trade of Holland by consumer goods exporters has shown some very commendable successes in the past year. Clothing manufacturers did particularly well in 1976 and are up to their target for 1977. Manufacturers of processed foods sold 72 per cent more than the year before in the face of a very competitive indigenous food industry that is well established and well distributed throughout the country. The lesson that exporters seem to be learning is that Dutch taste in clothing and food is not radically different from here at home, but there are certain adjustments of finish, fit and fabrication, in the case of clothing, and of taste and packaging in the case of food that must be made before the product can be an assured success.

Capital goods

Consumer goods form a useful part of our exports to the Netherlands but they represent only a little over 10 per cent of our trade. The balance comes from manufactured and semi-manufactured goods. Food and packaging machinery have already been mentioned but there is still considerable scope to improve our share of the market in high-value manufactured products.

Medical equipment and agricultural machinery did well last year, and demand in these and other parts of the market continues to rise in 1977. Machinery exports went up by almost 50 per cent by value and transport equipment by almost 83 per cent in the first seven months of the present year. But we still have a long way to go. Our share of the total Netherlands import of manufactured goods came to just over 8 per cent and lagged behind France, for example, which achieved a share of slightly over 9 per cent of the market. While the Dutch economy maintains its slow rate of growth, we must look to capital goods to improve our trading position.

The BOTB has always regarded the Netherlands as a major market for our exports, standing as it does third or fourth in order of world importance, and it therefore receives the attention which it undoubtedly warrants. The European Trade Committee, the BOTB's Area Advisory Group responsible for trade with Western Europe, has formed a sub-group – the Netherlands Trade Committee, to concentrate attention and promotional effort on this market. In this task we have been very materially helped by the Netherlands-British Chamber of Commerce, who share the same aim as the Netherlands Trade Committee, namely to increase the flow of trade between the two countries. The NBCC has mounted four seminars during the past year in sectors where it was generally agreed there were good opportunities for exporters – men's wear, knitwear, processed food and furniture. As a further step they have formed a Scottish branch, which has already held one meeting in Aberdeen in May and a second in Glasgow in October, intended to develop closer links between the Scottish offshore oil industry and its counterpart in Holland.

The Netherlands Trade Committee has seen its first task as providing expert advice to those exporters showing an interest in the market. The BOTB's services in providing market data and promotional help are available to all inquirers. But the committee feels that there are a number of sectors where special opportunities can be found and in pursuit of this policy has established a special sourcing service with the help of a member of the committee; it is designed to bring to the notice of the buying departments of the major Dutch chains and department stores new sources of supply in the clothing and men's wear field. Dutch buyers have been put in direct touch with UK suppliers and it is hoped that this will open up new fields of supply for the Dutch and fresh opportunities for exporters.

It will be essential for exporters to build up a relationship between themselves and the buyer, but we are confident that orders will result if exporters persevere with the scheme.

The exporter new to the Netherlands might ask if there are any special factors which must be taken account of in selling to this market; the answer depends upon the product, but there are certain basic rules which should be observed and the approach to the market should be taken in careful stages. A visit to the continent by sea or air is not difficult and it would pay the potential exporter to go over to the country at an early stage and take a look at the products of competitors and to see how other firms with a similar range of products – French, British or German – have succeeded in penetrating the market.

But before an exporter visits the market it is essential to take as much advice as possible from the general Export Services Branch in the BOTB; if the answer to his questions is not immediately available in the data bank it can be ascertained from the commercial department at the embassy in The Hague.

After the exporter has assembled as much information as possible about the market for his product in the Netherlands he should let the embassy know the planned date of his visit through his contact at Export House. By means of the Business Visitors' Memorandum system the potential visitor is enabled to meet a member of the commercial team who knows his problems and has had an opportunity of considering in advance what advice to offer.

It is important for exporters to pay strict attention to adhering to promises of delivery and standards of quality; too often in the past our reputation has been damaged by failure to observe our own promises and to measure up to internationally accepted standards of commerce. The pressure of competition seems to have brought this lesson home to exporters, but we must be very careful to watch our performance closely when world trade improves and delivery times might be inclined to lengthen.

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242 9478.

THE SUREST WAY INTO EUROPE
EUROPEAN FREIGHTBUS
THE SUREST WAY INTO EUROPE
DOOR TO DOOR DISTRIBUTION SERVICE
DAILY GROUPAGE
TO AND FROM
HOLLAND
NEW AGE (EUROPEAN FREIGHTBUS) LTD., 56/66 BOLINA ROAD, ROTHERHITHE, LONDON SE16 2ST
01-237 0437/8 & 01-237 2426/7 TELEX 887797/886658
ROTTERDAM OFFICE
EUROPEAN FREIGHTBUS BV WAALHAVEN ZZ 40
ROTTERDAM 010-299677 TELEX 25435
ALSO SERVING
BELGIUM·FRANCE· ITALY·LUXEMBOURG·W.GERMANY

ENCIRCLE TI 634 ON PAGE 158 FOR FURTHER INFORMATION

The world's second biggest oil company is Royal Dutch. Dutch tugboats tow ships across five world oceans. Dutchmen are building harbours all over the world. Dutch Friendship airplanes are used for local transport all over the world.

Holland is too small for the Dutch.

Does it surprise you then that a Dutch bank, the ABN Bank, has branches in almost every financial and trade centre in the world?

The Dutch are globe trotters. They have to be, if their small country is to mean anything in the world. They have been building, transporting and trading in foreign lands for centuries.

So has the Algemene Bank Nederland in 40 countries on the five continents. Supporting local as well as international banking needs. They know the right people, the languages, the markets, due to their 150 years of international business and banking experience.

Everywhere the Algemene Bank Nederland can offer you the same service based on the support of their head office experts in Amsterdam and their strong financial position.

Apply for the brochure "The international network of the Algemene Bank Nederland".

ABN Bank, Dept. C.B.K., Vijzelstraat 32, P.O. Box 669, Amsterdam, The Netherlands. Telex 11417. Telegraphic address: Genbank.

London, Chief Office, 61, Threadneedle Street, EC2P 2HH, P.O. Box 503, telephone (01) 628 4272.
West End Office, Holland Building, 120, Pall Mall, SW1Y 5EA. Telephone (01) 839 2531.
Manchester, Pall Mall Court, 61, King Street, M2 4PD, telephone (061) 832 9091.

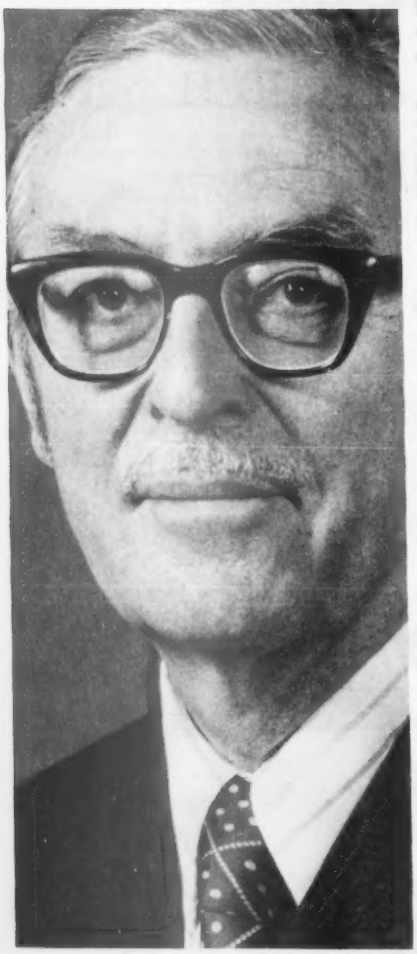
ABN Bank

The ABN Bank has offices and affiliations in: The Netherlands, Ireland, Great Britain, Belgium, France, Federal Republic of Germany, Switzerland, Gibraltar, Italy, Greece, Turkey (Holantse Bank-Uni), Lebanon, Saudi Arabia (Albank Alsaudi Alhollandi), United Arab Emirates, Bahrain, Iran (Mercantile Bank of Iran and Holland), Pakistan, India, Malaysia, Singapore, Indonesia, Hongkong, Japan, Morocco (Algemene Bank Marokko S.A.), Kenya, U.S.A., Canada, Netherlands Antilles, Suriname, Venezuela, Panama, Australia, Mexico. Operating under the name Banco Holandés Unido in: Argentina, Uruguay, Paraguay, Brazil, Perú, Ecuador, Colombia.

ENCIRCLE TI 621 ON PAGE 158 FOR FURTHER INFORMATION

Springboard to Europe

John Bentley interviews our ambassador at The Hague, Sir Richard Sykes



How pleased are you with the current UK-Netherlands trading position?
We are pleased, but certainly not yet satisfied. Britain is the Netherlands' fourth biggest trading partner. Exports from the UK in 1976 were some £1,500 million, an increase of 34 per cent on 1975. This year it looks as if there will be an increase on last year's figures of about 50 per cent.
Against this there was a gross adverse deficit in 1976 of £1,000 million – even though the figures are a bit misleading because of the large amount of transit trade included on both sides. But as long as the imbalance remains we want to do something to remedy it.
One of the effects of EEC membership has been the change in the pattern of purchasing Britain's food, which has given Dutch food exports a big fillip. But it now looks as if UK food imports from the Netherlands are reaching a plateau, while British exports in the other direction are still rising, and, most important, those which are increasing in quantity are the exports with a high value-added content.

Are there any specific product areas which are being promoted?
We sell across the board. We have done all the usual product selection exercises, but what I would like to see happening is an emphasis on selling finished equipment which has a high value-added content, which is where our commercial department is concentrating its efforts. The kind of thing I am thinking of is in medical and scientific equipment – which we make well – and traditional goods such as machine tools and capital equipment.

There seems to be a high proportion of British firms with subsidiaries already established in the Netherlands. Is there any particular reason for this?
Yes, there is a double benefit to be had from establishing a base in the Netherlands. First, the manufacturer can sell his goods easily within the Netherlands itself; and then secondly he can use the country as a springboard to the rest of Europe. You see, the main Dutch trading partners have traditionally been Germany, Belgium, Luxembourg, the USA and France, so that if a businessman sets up an operation here, his Dutch staff will already be well accustomed to dealing with traders from those other markets in Europe into which the British exporter may wish to penetrate. The selling expertise is already here.

But what are the advantages of trading with the Dutch themselves?
In one word, communications. First, most Dutchmen are remarkably able linguists. English is widely spoken here, as are all the major continental languages. This doesn't absolve British manufacturers from translating sales literature into Dutch, which they ought to do as a general rule. It is a courtesy in any case, and will help retail sales.
Second, in a physical sense communications are good. The North Sea is not such an obstacle as one might think. Every week there are 78 sea passages and 249 flights between Britain and the Netherlands, which is a very wide choice. Roll-on/roll-off ferries have also revolutionised the road transport links.
Then you have the telephone links. Both countries have excellent telephone services which provide instant contact through direct dialling in most cases. Again, because English is well understood and spoken here, the businessman can speak directly to his contact in a common language, or can telex or write to him in English.

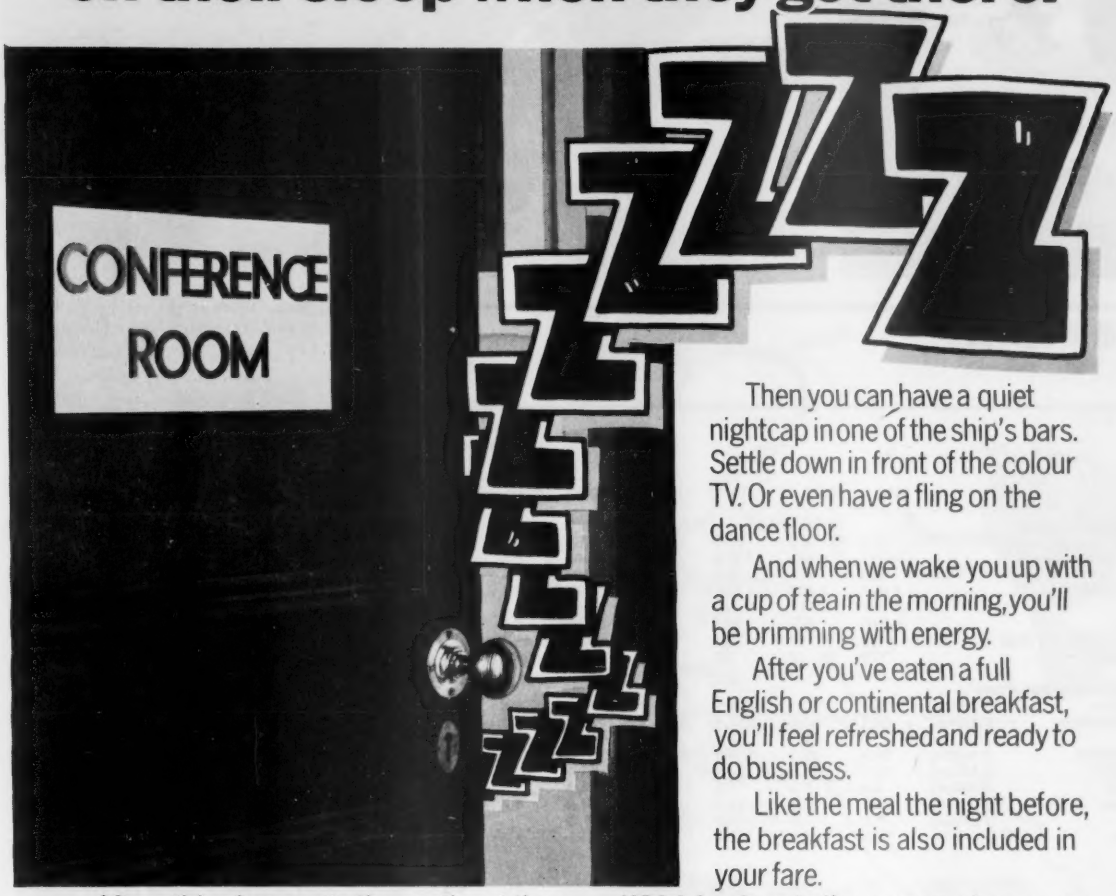
It sounds too good to be true. What are the snags?
One of the snags is that links are so good that one needs to avoid an over-complacent approach. There is a great deal of competition from neighbours who are even closer.
The British press also presents us with problems. When we are trying to give a balanced picture of the UK we run up against the masochistic tendencies of the press in Britain, which of course, is widely read in the business community here. The Netherlands has no Sunday newspapers, so Britain's Sunday's are particularly keenly read. Unfortunately just as no news is good news, so good news is no news.

Has there been a Dutch reaction to British industrial disputes?
Two years ago we were meeting people who were literally refusing to buy British because of what they said were unreliable delivery dates. This myth now seems to be dissolving. One of the nice things which has happened to me since I arrived here is to find that Dutch businessmen feel we are getting better. I can't quantify it, and of course once a country has got such a reputation it only takes one recurrence of the complaint to set the whole myth off again.

How does the Netherlands' political situation affect trade?
From time to time one reads headlines 'Dutch political crisis continues', but it is hardly a crisis in our use of the term but more part of the Dutch constitutional process. Government in the Netherlands continues and there has so far been little effect on business. Despite the fact that we are still in an interim period of government following the last general election it is still 'business as usual', and no British businessman should be put off on that account.

Finally, have you any specific message for potential exporters
Yes, it's very simple: the water is warm; people enjoy bathing in it. Why not jump in and enjoy the fun? But before you do please learn to swim. Don't forget the cold currents of competition, and remember that the embassy can help with the water-wings.

Businessmen who don't go to the Continent with us can always catch up on their sleep when they get there.



After a tiring journey to the continent, the travel-weary businessman can always rest his head on the conference room table.

But while a business meeting can be admirably conducive to sleep, nodding off in front of your clients isn't the best way to improve your company's reputation.

Especially when you consider the alternative. A restful overnight crossing with North Sea Ferries.

A quick drive down the M62 to Hull and you're on board one of our ships. Ready for a good night's sleep all the way to the continent.

But don't be in too much of a hurry to get to bed. There's a five-course meal to be eaten. Included in the price of your ticket.

Then you can have a quiet nightcap in one of the ship's bars. Settle down in front of the colour TV. Or even have a fling on the dance floor.

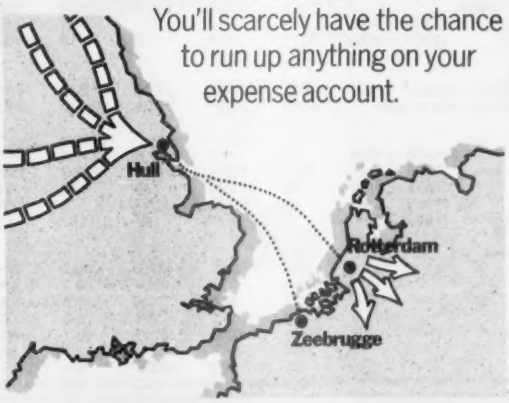
And when we wake you up with a cup of tea in the morning, you'll be brimming with energy.

After you've eaten a full English or continental breakfast, you'll feel refreshed and ready to do business.

Like the meal the night before, the breakfast is also included in your fare.

Which leads us to the one regret you may have about sailing with North Sea Ferries.

You'll scarcely have the chance to run up anything on your expense account.



NORTH SEA FERRIES

Overnight, every night, in hotel comfort.

Hull-Rotterdam (Europoort), Hull-Zeebrugge (passenger and freight service). Also Ipswich-Rotterdam (Europoort), (freight service only).
For details write to North Sea Ferries, King George Dock, Hedon Road, Hull HU9 5QA.

ENCIRCLE TI 636 ON PAGE 158 FOR FURTHER INFORMATION

The market

John Bentley puts the people and the economy in profile. See the panel on page 10 for the up-to-date economic situation.

The market in figures

		1965	1973	1974	1975	1976	Change in % from preceding year 1975	1976
Population and employment								
Population (million, end of year)		12.4	13.5	13.6	13.7	13.8	1.0	0.6
Labour force (1 000 man-years)		4 537	4 802	4 824	4 845	4 843	0.4	0.0
in agriculture		388	309	304	299	294	−1.6	−1.7
in industry and building		1 887	1 658	1 628	1 578	1 537	−3.1	−2.6
in services		1 711	2 111	2 132	2 135	2 148	0.0	0.6
in public sector		516	607	617	627	640	1.8	2.1
Labour reserve (average, × 1 000)		36	117	143	206	224	43.6	8.7
Vacancies (average, × 1 000)		129	67	69	47	47	−31.8	−0.4
National product and expenditure[1]								
GNP at market prices	(*f* billion)	68.6	169.2	188.1	204.3	232.9	8.6	14.0
Gross National Expenditure	(*f* billion)	68.3	162.5	181.8	198.7	225.8	8.3	13.7
of which:								
personal consumption	(*f* billion)	39.5	93.3	104.9	119.5	135.8	13.9	13.7
public consumption	(*f* billion)	10.5	27.5	32.2	37.0	42.1	15.1	13.7
public investment	(*f* billion)	3.2	6.5	6.8	7.8	8.8	13.8	12.6
private investment	(*f* billion)	13.8	32.3	34.3	35.9	37.4	4.6	4.1
stockpiling	(*f* billion)	1.3	3.0	3.5	−1.5	1.8		
GNP volume index	(1970 = 100)	76	115	118	116	121	−2.2	4.2
Production								
All industry	(1970 = 100)	71	119	123	117	125	−5.0	6.8
Textile industry	(1970 = 100)	91	96	93	78	78	−16.1	0.0
Chemical industry*	(1970 = 100)	52	135	145	125	147	−13.8	17.6
Metalworking industry	(1970 = 100)	70	109	117	111	115	−5.1	3.6
Natural gas (billion cub. metres)		1.6	70.8	83.7	90.8	97.3	8.5	7.2
Houses completed (x 1 000)		115.0	155.4	146.2	120.8	106.8	−17.4	−11.5
Agriculture	(1970 = 100)	81	115	121	121	117	0.0	−3.3
Labour productivity	(1970 = 100)	77	116	119	119	125	0.0	5.0
Transport								
Motor vehicles (× 1 000, 1 August)[2]		1 515	3 293	3 500	3 824	4 143	9.3	8.3
Merchant fleet (× 1 000 grt, end of year)		4 686	3 355	3 303	3 223	3 173	−2.4	−1.6
Prices and wages								
Producer prices;	(1970 = 100)		117	128.8	137.5	147.0	6.8	6.9
Consumer prices	(1969 = 100)	82.0	129.7	142.2	156.7	170.5	10.2	8.8
Hourly wages, adults	(1972 = 100)	52	113	130	150	164	15.4	9.3
Import prices[4]	(1969 = 100)		118	164	170	182	3.7	7.1
Export prices[4]	(1969 = 100)		114	147	153	163	4.1	6.5
Foreign trade (*f* billion)								
Imports (cif), total		27.0	66.6	87.8	88.0	91.1[4]	0.2	19.1[4]
from 8 EC members		16.5	40.1	49.8	49.7	43.7[4]	−0.4	14.6[4]
from other Europe		2.8	6.0	8.3	7.9	9.6	−5.7	21.6
from United States		2.8	5.9	7.9	8.8	9.6	10.4	9.3
Exports (fob), total		23.2	66.9	88.0	88.7	90.2[4]	0.8	18.1[4]
to 8 EC members		15.4	48.5	62.1	62.7	60.5[4]	1.1	19.9[4]
to other Europe		3.1	8.0	10.5	9.9	11.7	−5.9	18.2
to United States		0.9	2.4	3.5	2.4	3.0	−30.5	23.4
Foreign payments (*f* million)								
Trade balance (fob)		−1 812	+2 789	+1 459	+2 294	+2 602		
Invisible transactions, net		+1 897	+3 734	+3 969	+1 892	+3 818		
Capital account balance		+437	−3 558	−1 378	−3 488	−5 565		
Official monetary reserves (end of year)		7 403	15 823	17 102	17 461	16 922	2.1	−3.2
Central government finance (*f* billion)								
Total revenue		15.6	45.6	49.5	57.6	64.4	16.2	12.0
Total expenditure		16.9	45.4	53.7	65.8	78.0	22.4	18.6
Consolidated debt (end of year)		15.4	27.5	29.9	34.8	41.0	16.3	17.8
Floating debt (end of year)		6.6	11.3	11.4	12.0	14.0	5.2	16.9

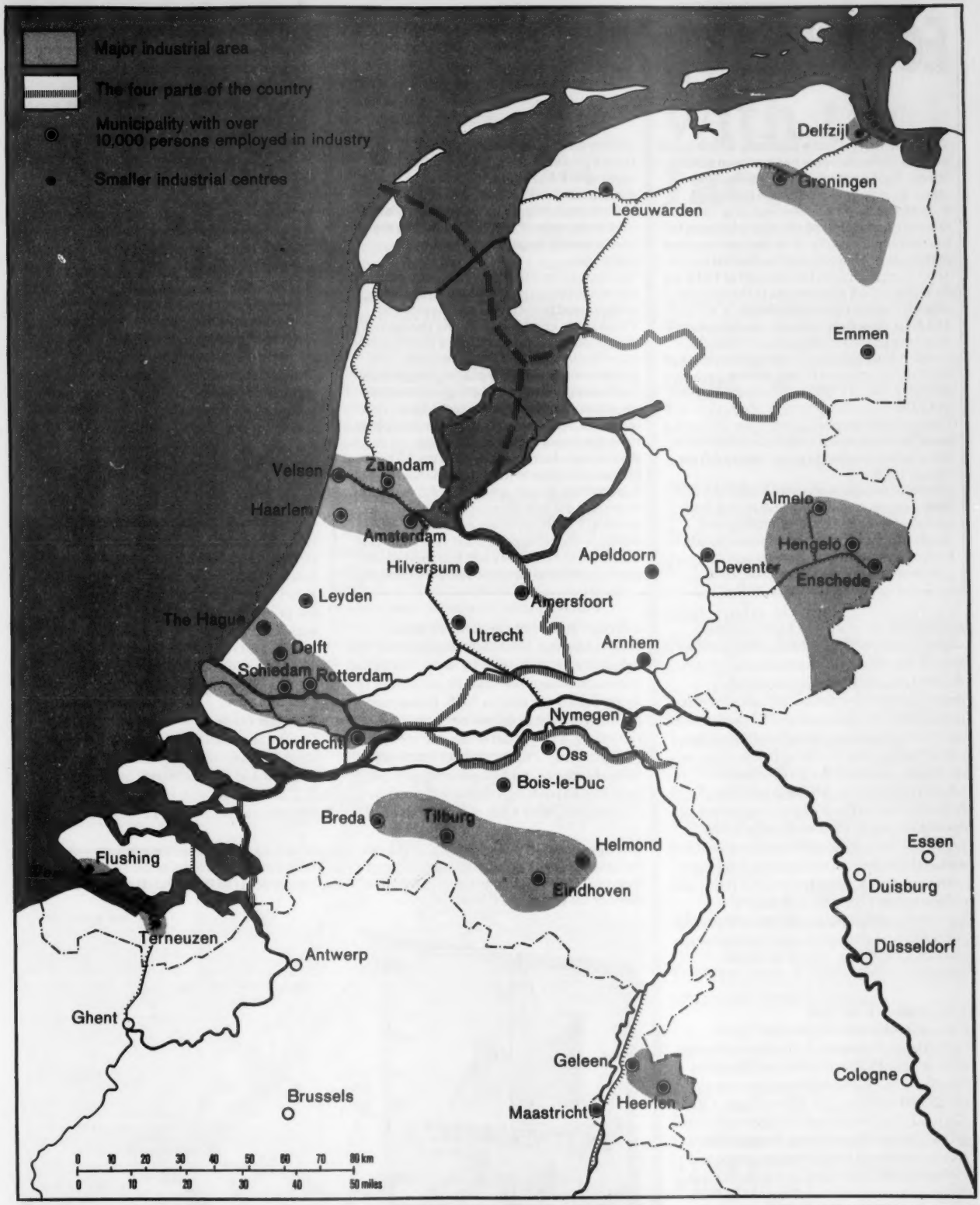
[1] 1976: Central Planning Bureau estimate. [2] 1976 estimated. [3] Final products. [4] Excl. BLEU. Sources: Central Bureau of Statistics, Central Planning Bureau, Ministry of Finance, The Netherlands Bank and Amsterdam-Rotterdam Bank.

Tulips, windmills, women in fancy hats and clogs – your initial thoughts when Holland is mentioned? Forget them. In the first place the name of the country is the Netherlands; North and South Holland are two of the 11 provinces which make up this coastal kingdom. Tulips and agricultural products are certainly major industries there, but windmills and period costumes are mostly for the tourist.[1]

For you, the industrialist, or the manager of a small firm with something to sell, the Netherlands will probably mean that conurbation in the southwest coastal corner known as the 'Randstad'. This horseshoe-shaped area running from Utrecht through Amsterdam, The Hague and Rotterdam down to Dordrecht contains 5.5 million people out of a total population of 13.5 million. Each of the four major cities contributes something different towards the traditional function of a single metropolis such as London or Paris. The Hague is the seat of the national government, while Amsterdam is the country's capital. Rotterdam and Europoort stand at the mouth of the Rhine, one of the arteries of Europe, while Utrecht, the farthest inland of the four cities, is well placed on the rail and road network which spans the Netherlands and which has led to its growth as a conference and exhibition centre. But industry is not entirely confined to the Randstad area; metal fabrication for example, which accounts for 39 per cent of industrial workers in the Netherlands, is spread right across the whole of the southern half of the country. The chemical industry, while concentrated heavily around Rotterdam, is also to be found around Geleen in the far south, near Maastricht, and to the east of Groningen in the far northeast. Basically, however, industry is concentrated in the Randstad, with pockets in the south and in the east around Enschede.

In the last 10 years dockside industries have developed around Flushing on the Western Scheldt and in the north on the Eems. In addition industrialisation is being promoted by the Dutch government in areas where there is high unemployment as a result of the over-dominance of agriculture in the provinces of Groningen, Friesland and Drenthe. There is also government assistance

[1] Windpumps on the other hand must by law be kept in working order. They would pump water in the event of an electricity supply failure.



Contact points for exporters to the Netherlands

In the UK

Export Services and Promotions Division
Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU
Tel 01-248 5757, telex 886143 a/b DTIEXPORT LDN

Commercial Relations and Exports Division
Department of Trade, 1 Victoria Street, London SW1H 0ET
Tel 01-215 5295, telex 27366 and 917929 a/b DTIHQ LONDON

In the Netherlands

British Embassy
Lange Voorhout 10, The Hague
Tel (070) 64.58.00

British Consulate-General
Johannes Vermeerstraat 7, Amsterdam
Tel (020) 73.61.28

Economic update

The slight revival in the economy which could be seen earlier this year has not been sustained. By the end of July, the seasonally-adjusted industrial production index had dropped back to 123, after reaching 130 in the second quarter, and no change is forecast for the next three months. A 15 per cent increase in the value of imports (cif) in the first half of 1977 compared with the first half of 1976 has far outpaced a 5 per cent rise in the value of exports (fob) for the same period.

The poor showing of exports has contributed to a remarkable transformation in the Dutch visible trade balance. A surplus in the first half of 1976 of just over Fl 1,600 million became a deficit of over Fl 1,000 million in the first half of 1977.

Unemployment, running at 5.7 per cent of the work force in August, continues to fluctuate, but is now expected to go as high as 6.5 per cent in 1978.

Official estimates of growth in GNP in 1977 have been revised downwards from 3.7 per cent to 3 per cent. Low profitability, and uncertainty over future government policy, have contributed to the general lack of confidence in business circles which is reflected in low investment figures.

On the plus side, the rate of inflation, now running at 6.8 per cent, is showing a steady decline; and official estimates still show a current account surplus, although the latest official estimate of Fl 3,500 million for the year is already beginning to look over-optimistic.

The budget, on 20 September, pointed up the rise in real labour costs, which has contributed to depressed profit levels and investment. These costs, combined with the strength of the guilder, have begun to price Dutch goods out of both home and foreign markets. The government is therefore placing emphasis on incomes control and is seeking trade union agreement to a standstill in real wage increases, when collective agreements come to be discussed for the coming year.

British manufacturers shared in the 15 per cent increase by value in total Netherlands imports. Exports from Britain went up by 62.4 per cent in value in the first seven months of 1977, totalling £1,295.8 million as against £797.7 million in the same period last year. Increases in exports of machinery and transport equipment continue to be particularly encouraging.

available in areas such as south Limburg, where closure of the coal mines has resulted in a need for economic restructuring.

As Sir Richard Sykes says on page 6, there is great scope for British manufacturers to establish themselves in the Netherlands and use that location as a springboard into the rest of Europe. In its official publication on the Dutch economy the Netherlands Ministry of Foreign Affairs says: 'The Netherlands has for centuries conducted an open-door policy vis-a-vis foreign entrepreneurs. There is no discrimination between national and foreign companies. A foreign entrepreneur has exactly the same rights and obligations as his Dutch colleagues.'

So there is official encouragement from both governments for a commercial foray into the Netherlands. What, then is the home market?

The economy in 1976

Figures published in September by the Netherlands Economic Information Service show that in 1976 consumer spending had doubled since 1970 and stood last year at Fl 135,800 million (£31,580 million). Of this total, food, drink and tobacco accounted for 24.9 per cent; consumer durables for 26.5 per cent and miscellaneous goods and services for 48.5 per cent. It was in this last category that the rise was sharpest in 1976, with an extra Fl 12,700 million (£2,953 million) being spent on services. The growth of spending in the last six years must partly be due to inflation, but there was real growth too. Again, figures last month from the same source showed the number of cars registered in August 1976 was 3 768 000 as against 2 258 000 in the same month of 1970.

In a review of the Dutch economy for 1976 the Ministry of Foreign Affairs says there were clear signs of recovery although there was still a decline in business investment and a continuing high level of unemployment. The inflation rate, measured by the cost of living decreased from more than 10 per cent in 1975 to less than 9 per cent in 1976. Industrial production rose by 5½ per cent, thereby recovering a large part of the decline in 1975 (−7 per cent). Production per employee in industry rose by over 10 per cent (−4 per cent in 1975). Exports by volume increased by 12½ per cent, after a fall of 3 per cent in 1975.

Consumption of stocks in 1975, valued at 3 per cent of the gross domestic product, made way for stockbuilding valued at 2 per cent of the gross domestic product. As against a faster increase in private consumption and in material government spending, there was a quicker decline in investment in fixed business assets. The decrease in investment in housing was replaced by vigorous recovery, but this did not take place until the second half of the year.

Influenced by lagging business investment, the surplus on the current balance of payments increased from Fl 4,100 million in 1975 to Fl 6,400 million in 1976.

Production

The gross national product, which had decreased by 2¼ per cent in 1975, rose by 4½ per cent (by volume) in 1976.

Industrial production (excluding building, mining and public utilities), measured by volume indices based on 1970 = 100, increased by 5.5 per cent, whereas for 1975 a decrease of 7 per cent was calculated.

Production per employee in industry rose by over 10 per cent (−4 in 1975). There were increases in production in practically all sectors, for instance in engineering (+4.5 per cent), chemicals (+17.6 per cent), the petroleum industry (+4.1 per cent), leather, footwear and leatherwear (+5 per cent), paper and paper products (+9.1 per cent), the printing trade (+5 per cent) and foods and allied products (+2.5 per cent). In textiles and rubber, production was unchanged, while in clothing there was a decrease of 11.6 per cent.

Foreign trade

Dutch trade statistics show that the Netherlands' foreign trade (including trade with Belgium and Luxembourg) had a value of Fl 210,200 million in 1976 (£48,884 million). Imports increased from Fl 87,300 million

This Supervan TIR trailer is typical of the new equipment being introduced by international haulier Ferrymasters to its expanding fleet. In less than ten years, Ferrymasters' trailer fleet has expanded from only 100 units to more than 2000 units. The company sees the Netherlands as a vital export corridor for goods of all kinds.

Test market

A new NBCC service is the 'Market entry' scheme, where, for a relatively small fee, a British manufacturer can test-market his products in the Netherlands in outlets which are tailor-made to his specifications, either by outlet-type, size, or geographical area. The scheme, basically for consumer goods at the moment, combines three practical operations. These are:

- the **test shop** facility, well proven by such companies varying in size from Coca-Cola and Nabisco down to small companies with a turnover of £20,000 and upwards;
- a **buyers panel** by which a product is exposed to the appraisal of a selection of key buyers employed by supermarkets and other major distributive organisations;
- a **consumers' panel** which provides constructive appraisals by a typical cross-section of the buying public.

If you are interested in further information, please contact Mr R. B. O. Alabaster, the Netherlands-British Chamber of Commerce, The Dutch House, 307-308 High Holborn, London WC1V 7LS.

(£20,302 million) to Fl 104,300 million (£24,256 million), while exports rose from Fl 88,500 million (£20,581 million) to Fl 105,900 (£24,628). The trading surplus was Fl 1,600 million (£372 million), whereas in 1975 it was Fl 1,200 million. The percentage-cover – the extent to which the value of imports is offset by exports – rose from 101.4 to 101.5. The price level of imports rose by nearly 7 per cent and that of exports by over 6 per cent. The terms of trade – the price level of exports as a percentage of that of imports – declined slightly.

Trade with the other EEC countries continued to be the most important. Fifty-five per cent of Dutch imports came from these countries and they took 72 per cent of the exports. The principal trading partners were the German Federal Republic (24.1 per cent of imports and 30.9 per cent of exports) and the Belgian-Luxembourg Economic Union (12.6 per cent and 14.8 per cent respectively).

National income and spending

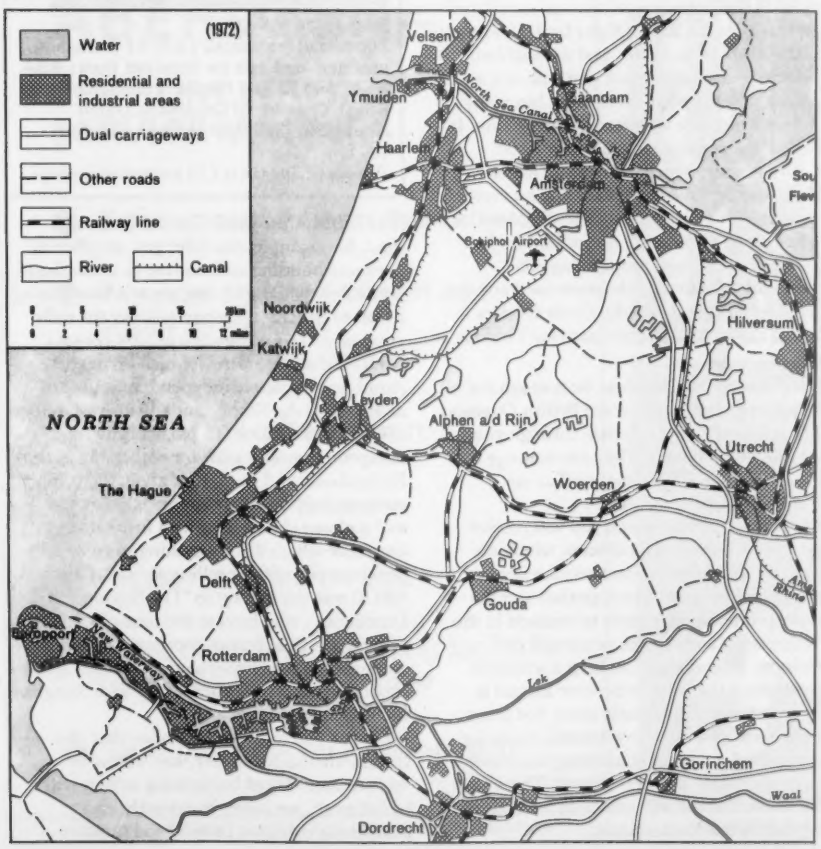
The gross national product at market prices, Fl 204,000 million (£47,442 million) in 1975, is estimated at Fl 233,000 million (£54,186 million) for 1976 (+14 per cent).

Consumer spending by the Dutch population increased by 12.6 per cent. By volume, total consumption was 3.4 per cent above the 1975 level and the per capita increase was 2.5 per cent.

Business earnings, mergers and establishments of foreign companies

A recent survey showed that Dutch business earnings were better in 1976 than 1975. Over half the firms with share quoted on the Amsterdam Bourse expected higher earnings or lower losses (compared with one-fourth in 1975); 16 per cent expected results to be unchanged (14 per cent in 1975) while 16 per cent expected lower results (54 per cent in 1975).

The Randstad area conurbation, which accommodates 5.5 million of the Netherlands' 13.5 million people



First with the facts

Every week, Trade and Industry brings you up-to-date facts and figures. Its direct access to Government information makes Trade and Industry unique, presenting material which is not only authoritative but often unavailable from any other source.

Trade and Industry can help to keep you and your business a step ahead.

Often quoted directly and at length by other business publications, it contains a wealth of data relating to trade, industry, exports, prices, technology and statistics.

Always objective, always reliable, Trade and Industry brings information from official sources worldwide.

To get your regular copy, complete the subscription form overleaf and post to: Trade and Industry, FREEPOST, London SW1H 0YZ.

35p weekly can help you make the right decisions

Join the fact finders

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday. Just complete the form below and post to Trade and Industry.

Subscription form

Annual subscription includes postage to any part of the world.

To: Trade and Industry, FREEPOST, London SW1H 0YZ.

I would like to take out an annual subscription to Trade and Industry

Please invoice me/my company ☐

or

I enclose £24.99 for one year's subscription ☐

or

Charge one year's subscription to my HMSO account number..... ☐

Please tick appropriate square

Signed.....

Copies should be sent to

name

address

Neth.

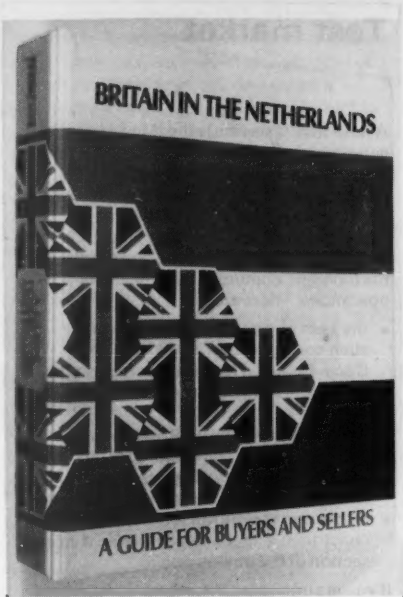
Despite the pronounced improvement, the position of industry was still far from bright. Similarly to previous years, but to a reduced extent, the year 1976 was marked by a tendency towards industrial concentration. There were some 350 mergers, regroupings and other forms of joint operation, 120 of them involving companies in other countries.
From 1946 to 1976, industrial companies abroad set up 972 subsidiaries in the Netherlands, while 427 cases were recorded of foreign interests in or joint ventures with Dutch companies. At the end of 1975 these figures were 1038 and 436 respectively. Most companies came from the United States (348 and 102 respectively), Great Britain (197 and 78) and the German Federal Republic (156 and 98).

That is a condensed picture of the Dutch market as it actually was in the calendar year 1976. The picture of slow but steady growth appears to be continued this year, with the Amsterdam-Rotterdam Bank forecasting 4 per cent growth in real GNP.

How do you get a share of this wealth? You need not be a manufacturer of course – yours may be a service industry, where the growth last year was greatest. Whatever you provide, if you are British you have a built-in start over the other foreign competition: you will be well received simply because you are British. There is a tremendous fund of goodwill in the Netherlands towards the UK and it is evident wherever you go. The two countries have a great deal in common after all. The people are similar; both are democratic monarchies; both have former colonial connections and consequently have indigent immigrant populations; both have the same kind of cultural balances; both have the same sense of humour.

In fact after the hour's flight from Heathrow, Gatwick or Manchester and the half-hour bus-ride into Amsterdam you will very soon realise that the high street there has many names which are very familiar in Britain. It comes as a surprise to see Austin Reed, Laura Ashley, Mothercare and Dorothy Perkins shops in Amsterdam and an even bigger one to see an estate agent's board on an office block advertising one of London's biggest commercial property agents.
Schiphol, of course, is the most-used airport, but don't forget Rotterdam's air services which are more convenvenient for The Hague, too.

Your first contact needs to be through the Department of Trade or the British Overseas Trade Board (if appropriate through your local regional office). They can arrange for you to see our commercial staff at the embassy in the Netherlands.
The kind of service which you will receive from these commercial officers, when you have briefed them on your requirements, would include a market appraisal and the appropriate introductions to contacts in the Netherlands with whom you could do business. This advice and help is available throughout the world wherever Britain is represented by diplomatic posts, but it is a service which is often overlooked, or, in the past looked down upon as being too remote from 'the real world of business'. Those who still think that in 1977 will be in for a pleasant surprise in the Netherlands.



Useful guide just published

More than 230 majority-owned British subsidiaries operating in the Netherlands, under the guidance of the British Business Association (BBA), have produced a directory giving detailed information on their activities, products, services, personnel, top management, etc, a real *Guide for Buyers and Sellers.*
This directory will be an invaluable information tool to all companies who are either currently doing business with British firms in the Netherlands or are considering future joint co-operations.
The cost of the directory is Fl 54 (including postage) and can be obtained from: BBA, Raamweg 45, The Hague, or Netherlands British Chamber of Commerce, Dutch House, 307-308 High Holborn, London WC1.
The cost in the UK is £12 excluding postage.

The British Consulate-General in Amsterdam, for example, can offer you an office in the same building with the use of a telephone, and a desk which you can use as a base during a visit to the city. You pay only for the calls you make. To arrange this facility contact Mr Trout at the address shown on page 9.
Another completely independent source of assistance is the Netherlands British Chamber of Commerce which is a particularly energetic chamber with a membership in the Netherlands and the UK of about 2500. The addresses of NBCC are in the panel above and a phone call or letter will bring their literature which if it is anything to go by will convince you of their selling ability. The NBCC sees the market as 'The Buying Dutchman', who buys to the tune of £2,000 million-worth of British goods per year. They certainly see the Netherlands as a really good export prospect and offer a very wide range of services to members.
Whoever you ask, do remember that the Dutch, although friendly, are 'canny' businessmen. Hard bargaining at first will be followed, we hope, by friendly and prosperous relations later. Good luck!

USE THE SPECIALISTS FOR YOUR DUTCH MARKETS

since 1890

FRANS MAAS (U.K.) Ltd

Daily services to/from Holland for groupage/ full load cargo. Distribution/collection arranged through our central warehouse in Rotterdam. Depots situated at Venlo, Groningen and 13 other locations.

For further details and immediate quotations contact your nearest U.K. office.

London	:	01-555 7171	Telex 896898
Manchester	:	061-872 5939	Telex 667603
Midlands	:	05433 77221	Telex 337985
Grangemouth	:	03244 73314	Telex 779232
Dover	:	0304 207128	Telex 965251
Felixstowe	:	03942 75543	Telex 98696

Head Office & Central Sales Dept.,
43 North Quay, Great Yarmouth,
Norfolk NR30 1JE
Tel: 0493 56242 (13 lines) Telex 97157

ENCIRCLE TI 631 ON PAGE 158 FOR FURTHER INFORMATION

You must have a lot of questions to ask about Holland

It's *our* job to answer questions.
Holland is Britain's 4th trading partner, so if you've been wondering whether your product has a market there — try asking us.

We can research your product's market potential, we can monitor your competition, keep an eye on local prices and help you find a suitable agent.
And these are just a few of the many ways we can help.

If you'd like to ask us a few questions, why not get in touch with us in London, Manchester or The Hague.

The Netherlands-British Chamber of Commerce

The Dutch House
307 High Holborn
London WC1V 7LS
Tel. 01-405 1358

Television House
10-12 Mount Street
Manchester M2 5NT
Tel. 061-834 5674

45 Raamweg
P.O. Box 2804
The Hague
Tel. 070-468888

ENCIRCLE TI 633 ON PAGE 158 FOR FURTHER INFORMATION

ABERDEEN—

THE PORT WHERE SERVICE MATTERS

- Gateway to the North Sea Oilfields
- Principal commercial port and ocean terminal for North East Scotland
- Roll-on roll-off ferry port
- Major fishery harbour
- Modern navigation aids
- Up to date cargo handling facilities including heavy lift crane
- Sites available for development

ENCIRCLE TI 620 ON PAGE 158 FOR FURTHER INFORMATION

EUROPEAN LINK

Gelders offices throughout Europe, linked by daily direct services, for all door-to-door international freighting requirements.
UK: Birmingham, Bristol, Felixstowe, Glasgow, Hull, Manchester, Northampton.

gelders

Gelders UK Transport Ltd. South Portway Close, Round Spinney Industrial Estate, Northampton NN3 4RB
Tel. Northampton (0604) 43651 Telex 311302
Groupage-Full loads-Storage-Distribution

ENCIRCLE TI 626 ON PAGE 158 FOR FURTHER INFORMATION

Invisibles

by John Trout, British consul-general, Amsterdam

1 The figures

On this page Mr Trout reviews the overall situation on Britain's invisible trade with the Netherlands. In part 2 on page 16, he covers the kind of services which have been successful.

Britain's net surplus on invisibles transactions trade with all countries reached a record level of £2,116 million in 1976. But our invisibles trade with the Netherlands, according to figures published by the Netherlands Central Bank (NCB), showed a deficit of Fl 3,290 million (£769 million), and since 1971 that annual deficit has never been below Fl 2,100 million.

Closer study of the NCB statistics (see table) reveals that in each of the recent years except 1972 the total British invisibles deficit with the Netherlands was more than accounted for by three sectors: transport and bunker supplies; trade agencies; and capital income transfers. Our deficit is a consequence of special geographic and financial-commercial factors – much of our export and import trade passes through the largest port in the world, Rotterdam. The Netherlands balance of invisibles earnings therefore benefits from its share of freight costs for goods passing to and from Britain and from consequent harbour dues, ship-repair work and fuel supply (bunkering). On such services there was an average net deficit to Britain of Fl 1,653 million during the six years 1971 to 1976.

Similarly, the invariable deficits for Britain under the headings of trade agencies and capital income reflect the fact that large Anglo-Dutch concerns finance world-wide operations to a large extent by transfers from Britain through their Netherlands offices. These transfers cover investment abroad; the settlement of intercompany accounts; and research and administrative costs. On the other hand these deficits in the invisibles sector are offset for Britain by the visible trading proceeds of the international concerns.

And in contrast to these persistent deficits, a satisfactory balance in Britain's favour emerges from the sum of net financial transactions in seven other important areas contributing to the invisibles account: tourism, public services, other services, immaterial assets, labour income and income transfers in the public and private sectors. Except for 1972 when these seven sectors produced a total net deficit of Fl 59 million for Britain, each year since 1971 has shown a net balance in Britain's favour varying from Fl 58 million (1973) to Fl 257 million (1976).

The invisibles financial statistics show one outstanding area of success for Britain: travel and tourism. Following deficits of Fl 13 million and Fl 27 million in 1971 and 1972, Britain has annually earned a net surplus on travel and tourism between the two countries reaching a record Fl 334 million in 1976. But this success was offset by a sharp rise to Fl 150 million in the UK deficit on the costs of 'other services', which include telecommunications (PTT); fabrication of semi-finished goods; legal fees; some forms of insurance for damage to goods in transit; supply of magazines and papers, and some banking costs. By contrast, transfers arising from the provision of labour and in the private sector showed continuing balances in Britain's favour, as did public sector income transfers which include pensions and other government payments as well as the Dutch contributions in the framework of the European Agricultural Fund. Transfers under the heading of immaterial assets, which include licensing fees, authors' and performing rights, moved in 1976 for the first time in recent years into a balance in Britain's favour, partly reflecting the success of exports of film and television programmes and musical recording rights.

In short, these Netherlands statistics of transfers on a cash basis arising from invisibles activities between the two countries show that Britain can and does achieve a satisfactory surplus in areas where special economic or commercial factors do not apply.

Invisibles: what they are

The significant UK-Netherlands invisibles earnings arise mainly from banking, insurance, accountancy, engineering and building construction services, quantity surveying, property development and finance, estate agencies, transport services including shipping and aviation, tourism, advertising, consultancy services for management, marketing, conference and exhibition promotion and personnel search, printing, employment agencies, commodity markets, legal services, factoring, research services, licensing and patents, artistic property, gramophone, musical and literary rights, industrial and graphic design, tv programmes, second rights of UK newspaper and magazine articles, and the operation of hotels and recreational services.

Invisible trade between the Netherlands and the UK by sectors *Fl million*

	1971		1972		1973		1974		1975		1976	
	Receipts	Payments	Receipts	Payments	Receipts	Payments	Receipts	Payments	Receipts	Payments	Receipts	Payments
Transport and bunker supplies (including ship repairs)	1 133	8	1 141	−3	1 312	−6	2 074	97	2 135	13	2 378	146
Tourist balance	170	157	170	143	166	176	152	205	147	256	114	448
Trade agencies, etc	621	431	658	452	699	421	929	545	1 139	626	1 134	875
Public services	−3	15	−9	24	7	21	8	22	8	30	8	30
Other services	27	120	51	−18	55	96	107	86	124	125	197	47
Capital income	1 560	638	1 555	730	1 683	895	2 370	1 464	2 555	2 291	2 782	1 726
Immaterial assets	53	31	55	34	66	38	55	35	78	58	73	81
Labour income	21	35	18	33	23	29	25	31	29	38	29	38
Income transfers private sector (including social security)	10	19	11	19	12	23	15	32	26	51	33	50
Income transfer public sector	3	4	5	7	3	7	3	13	6	21	5	22
Corrections	34	33	34	34	18	18	—	—	—	—	—	—
Totals	3 629	1 491	3 689	1 455	4 044	1 718	5 738	2 530	6 247	3 509	6 753	3 463
UK deficit	−2 138		−2 234		−2 326		−3 208		−2 738		−3 290	

Minus figures indicate balancing corrections.
1971 figures: Netherlands Central Bank Quarterly Report No 1 June 1975 (table 6.7). 1972-75 figures: Netherlands Central Bank Quarterly Report No 1 June 1976 (table 6). 1976 figures: Netherlands Central Bank Quarterly Report No 1 June 1977 (table 6.6).

trade channel TC

the world's largest contact medium

IS IN BUSINESS TO PROMOTE YOUR BUSINESS.....WORLD WIDE

Every month 2 editions are published covering different world areas:

Edition 1 circulates in: Europe, USA, Canada, Australia, New Zealand

Edition 2 circulates in: Africa, Asia, South and Central America, W. Indies

TRADE CHANNEL will provide you with a whole world of new business. Our publication is a LIVE TRADE CONTACT MEDIUM. Advertise in it and what you have to sell, or buy, will be read by manufacturers, exporters, importers, agents in more than 170 countries.

If you want to receive sample copies and full details please send coupon to:

TRADE CHANNEL ORGANISATION
Helmholtzstraat 61, AMSTERDAM 1006,
THE NETHERLANDS. Tel: 020-934 934

Name
Address
Town
Telephone
Man in Charge

ENCIRCLE TI 638 ON PAGE 158 FOR FURTHER INFORMATION

DOOR TO DOOR GROUPAGE TO HOLLAND

- Four Times Weekly
- We Collect and Deliver
- Any size Consignment
- Rates include Delivery to any part of Holland

Express service for parcels up to 36 kilos weight. One rate almost anywhere U.K. to any destination Holland and vice versa.

ICC

INTERNATIONAL CARGO CENTRE (SOUTHERN) LTD.
Freightflow,
Ham Lane,
Lenham, Kent.
Tel: 062782 456/8
Telex: 965671

Intrex-Holland BV
Telefoon 033-31 0 31
Amersfoort,
Havenweg 12
Postbus 387
Telex 47237

ENCIRCLE TI 627 ON PAGE 158 FOR FURTHER INFORMATION

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

Invisibles

2 The scope

Britain's invisibles exports to the Netherlands cover a broad area reflecting the sophistication of Dutch industrial requirements and the relatively high level of its economic performance (see panel on page 14).
The attractiveness of the Netherlands market for invisibles exports lies in its nearness to Britain and the widespread use of English; its openness to foreign participation; the traditional close commercial links and the absence of restrictions on the establishment of business. However, these factors in themselves add to the level of competition in the market and success in most fields of invisibles activity is only achieved after sustained efforts to obtain acceptance. Many consultancy and other services have, however, successfully established themselves.
A comprehensive review is not possible within the space of this report but the following notes indicate some areas currently attracting attention.

Property
In the property market, well-established British agents and chartered surveyors have taken advantage of their international representation to advise the growing number of Dutch investors seeking real estate projects abroad. In recent months there has also been evidence of considerable Dutch interest in the British agricultural property market which appears to Dutch investors to be underpriced due to the relatively high price of farming land in the Netherlands and the favourable guilder-sterling exchange rate.

Accountancy
British accountants, members of the English, Welsh and Scottish Institutes, are to be found as financial directors, controllers or chief accountants in numerous British and foreign companies in the Netherlands. In professional accounting, all the major UK firms are represented in the Netherlands, either through their own independent firms or in partnership with Dutch accounting firms. These British accountants and their non-British colleagues make a useful contribution to Britain's invisibles trade, not only through their own earnings but also through the success of the British firms they advise.

Aviation
British Airways (Netherlands) in 1976-77 showed passenger revenue figures up by 25 per cent and cargo increases of over 30 per cent. Five other British air carriers are successfully operating a further 23 flights a day from the Netherlands to UK provincial centres.

Printing
Britain currently ranks second to West Germany among the foreign exporters of printing services to the Netherlands. Total imports from Britain passed the Fl 49 million mark in 1976, a rise of 18.8 per cent over the previous year and some Fl 5 million in excess of our own imports of Dutch printing services. Success has come particularly to two British companies with established Dutch offices, one of which has reported orders carrying through to the end of 1978. The market offers opportunities for high quality art printing, colour brochure printing, computer typesetting and print-out from clients' computer tapes.

Travel and tourism
While tourism to the UK showed a 38 per cent increase in 1976 (and 1977 figures are maintaining this trend), success has come not because Britain is selling itself as a cheap destination but because it is offering the right travel products at correct prices in competitive markets. Special-interest travel and incentive travel are two areas where further growth is expected. Dutch travel operators show a preference for dealing direct with the producer to keep package prices low. Our present success is likely to remain as long as our marketing efforts remain imaginative and aggressive.

Insurance
Some 60 British insurance companies are represented in the Netherlands either through wholly-owned subsidiaries or through Dutch agents. UK insurance brokers are similarly extensively connected, but the Dutch insurance market is over-serviced. Competition is intense and in certain areas, notably fire, motor and damage insurance, some recent results have been discouraging. From their Dutch base, some British companies are therefore now turning their attention to development of insurance in other parts of Europe.

Construction
Although building and construction programmes in the Netherlands do not offer UK surveyors and planning consultants great scope for expansion, the success of Dutch firms in securing contracts in third countries is believed to present opportunities for joint ventures or for the provision of supporting services and know-how.

Advertising and marketing
In the field of advertising and marketing promotion, British specialist services for illustrations, graphic design, photography and TV film and commercial production are widely employed. Much of this work is actually done in Britain.

Careful investigation
These are but a few of the many areas in which British services and consultants have been successful in the Netherlands. The newcomer therefore benefits from the established reputation of British services and consultancy work. Success cannot be achieved, however, without careful investigation of the market and a determination to persist until the breakthrough to orders is achieved. There are numerous sources of assistance for newcomers to this market, among them the embassy commercial department and the Amsterdam consulate-general (after first consulting the BOTB); the Netherlands British Chamber of Commerce; the British Business Association and the Netherlands branches of UK banks. British invisibles exporters can confidently turn to these offices for preliminary orientation and information on potential openings for business.

This page gives you more businessmen for your money

Trade and Industry has an audited circulation of nearly 14 000. And an estimated readership of over 50 000.*

Our readership survey has shown just how important that circulation is among the people who matter.

Trade and Industry is a unique publication; with its direct access to government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them – and their companies – one step ahead. More and more people are reading Trade and Industry. Over 50 000 each week.

Put it on your media schedule and reach the real decision makers.

Ring Dudley Masters or Tom Barratt on 01-242 9478 and ask them why.

* Audit Bureau of Circulation certified average circulation for 1976: 13 788 copies. Readership survey carried out in April 1976 gives estimated readership of over 50 000.

Trade and Industry: the decision makers' magazine.

Expansion into

The Netherlands

If your new investment involves production or distribution, have an early word with Lansing Bagnall about your materials handling needs.

Here in The Netherlands we can offer you the full range of Lansing Bagnall equipment and facilities, with options to buy, rent or lease and a choice of new, used or re-built machines.

Our Systems Planning department will help you with the layout of your storage area and with the flow of raw materials and finished products.

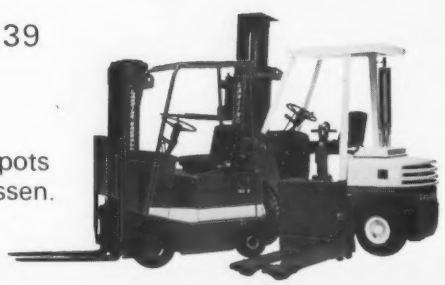
Once you have the equipment installed, our three depots and a team of mobile service engineers strategically located throughout the country will ensure that Lansing Bagnall parts and service are never more than half an hour's drive away from you, wherever you are.

Telex us before you come (41620 LANBV NL) or call us while you're here (02502-7791) and ask for Ton Maas.
One way or another, we'll help lift a load off your mind.

Lansing Bagnall b.v.

Haarlemmerstraat 39
Postbus 140
Hillegom

Parts and Service Depots at Eindhoven and Rijssen.



ENCIRCLE TI 629 ON PAGE 158 FOR FURTHER INFORMATION

Overseas trade country data

Australia

Passenger motor vehicles. The Australian government has accepted the Industries Assistance Commission's recommendation that:

quantitative import restrictions should continue until 31 December 1979, with a further review to take place during 1979;

the level of imports for the remainder of 1977 will continue at the previously announced rate of 90 000 vehicles per annum. Imports in 1978 will be a maximum of 94 000 vehicles, and for 1979 not less than 90 000, with the actual level to be determined towards the end of 1978;

the current duty rate of 45 per cent will continue until the end of 1980, with a suspension of the tariff trigger mechanism if imports fall below 20 per cent of registrations.

The IAC report will not be available before the end of October 1977.

Inquiries: OTAR ext. 468/469/401.

Confectionery. A notice in *Trade and Industry*, 4 March, reported that as part of the Australian tariff review programme a reference had been sent to the Industries Assistance Commission to inquire into the question as to whether assistance should be accorded the production in Australia of confectionery falling within the following tariff items: 17.04, sugar confectionery, not containing cocoa; 18.03, cocoa paste, whether or not defatted; 18.04, cocoa butter (fat in oil); 18.05, cocoa powder, unsweetened; 18.06, chocolate and other food preparations (including sugar confectionery) containing cocoa; 19.08, biscuits put up as confectionery.

It has now been announced that the IAC will hold public hearings into the matter in Sydney and Melbourne on 31 October and 7 November respectively.

UK firms or trade associations intending to submit evidence at the public hearings, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 392/77

Works trucks. A notice in *Trade and Industry*, 12 August, reported that the Australian government had received a request from the local industry for temporary protection against the import into Australia of works trucks (fork lift trucks, etc not being battery operated) falling under tariff item 87.07.190.

The government has now requested the Temporary Assistance Authority (TAA) to inquire into the matter and make its report within 30 days and for this purpose the TAA will hold a public inquiry in Canberra on 24 October.

UK firms or trade associations intending to submit evidence at the public hearings, should advise the Secretary, Temporary Assistance Authority, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1451/77

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Austria

Duty-free quota for paper and paperboard exhausted. The Federal Ministry of Commerce, Trade and Industry has announced in BGBL 456/77 that the duty-free quota established for 1977 in accordance with protocol 1 of the Austria/EEC free trade agreement for goods classified under tariff heading 48.04 has been exhausted.

Imports originating in the UK will therefore be dutiable as follows:

Tariff no.	Description	Duty rate *ad val.*
48.04	Composite paper and paperboard (made by sticking flat layers together with an adhesive), not surface coated or impregnated, whether or not internally reinforced, in rolls or sheets:	
	B Other	10.4%

until 1 January 1978, when the new duty-free quota will be opened, or until the higher rate of duty provided for in article 6 of protocol 1 is invoked.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Brazil

Duty reduction on melted bovine cattle fat. Customs policy council resolution 3027, published in the *Diario Oficial* of 23 September, reduced the import duty on melted bovine cattle fat, under tariff heading 15.02.01.02 from 55 per cent to 15 per cent. The concession has a validity of until 31 January 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty exemption on raw materials for agricultural chemicals. Customs policy council resolution 3028, published in the *Diario Oficial* of 23 September, exempted from duty the following raw materials when these are intended for the manufacture of agricultural protective chemicals:

Tariff no.	Goods
29.02.10.00	Methyl chloride (chloromethane)
29.35.99.00	4,4,-bipyridyl ethoxylated amine tertiary with 15 molecules of ethylene oxide
34.04.99.00	

Inquiries: OTAR 01-248 5757 ext. 474/476.

Duty exemption on alumium oxide. Customs policy council resolution 3029, published in the *Diario Oficial* of 23 September, exempted from import duty a quota of 21 000 tonnes of aluminium oxide, under tariff heading 28.20.01.00, when the product is intended solely for producers of primary aluminium for their own use.

The concession has a validity of one year, lapsing on 23 September 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference price on tennis racquets. Customs policy council resolution 3024, published in the *Diario Oficial* of 23 September, established a reference price for tennis racquets, under tariff heading 97.06.07.00, of US$28.00 per unit cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Agricultural chemicals. Customs policy council res lution 3025, published in the *Diario Oficial* of 23 September, made certain alterations to the annexes listing the goods subject to duty exemptions under resolutions 2941 and 2942. Resolution 2941 exempted a list of agricultural chemicals from import duty for an indefinite period and resolution 2942 exempted a list of chemicals mainly falling under heading 38.11 until 5 April 1978.

The alterations are as follows:

2-sec-butyl-4,6-dinitrophenyl-3-methyl-2-butenoate (BINAPACRYL), in a minimum concentration of 96 per cent, under tariff 29.14.18.99, is added to the annex to resolution 2941.

CRE tel. Direct dialling
OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

To 0,5-dimethyl-N-acetyl-phosphoramidothioate (ACEPHATE), under heading 29.31.99.00 'ex', in the annex to resolution 2941, is added 'in a minimum concentration of 97 per cent'.
Dinitro-(1-methyl-heptyl)-phenyl crotonate, in a minimum concentration of 22 per cent, under tariff heading 38.11.02.00, in the annex to resolution 2942, is altered to read 'Mixture of 2,4-dinitro-4-octyl-phenyl crotonate and 2,6-dinitro-4-octyl-phenyl crotonate (DINOCAP), in a minimum concentration of 18.25 per cent, with nitro-octyl phenyls, in a minimum concentration of 1.25 per cent'.
The following are added to the annex to resolution 2942, both under tariff heading 38.11.03.02:
2-(naphthoxy)-N,N-diethyl-propionamide (NAPROPAMIDE), in a minimum concentration of 50 per cent.
Herbicidal preparations based on the Bromacil/Diuron complex, in minimum concentrations of 40 per cent of 5-bromo-3-sec-butyl-6-methyl uracil (BROMACIL) and 40 per cent of 3-(3,4-dichlorophenyl)-1,1-dimethyl urea or 53.33 per cent and 26.67 per cent respectively.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Raw coffee beans exempted from import duty. Customs policy council resolution 3030, published in the *Diario Oficial* of 28 September, exempted from import duty a quota of 200 000 bags of 69 kg each of raw coffee beans, under tariff heading 09.01.01.00.

The exemption will be applied according to the recommendation of the Instituto Brasileiro do Cafe to the Chief of the customs department dealing with the shipment.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Disposable haemodialysing units for artificial kidney machines. Customs policy council resolution 3016, published in the *Diario Oficial* of 28 September, reduced the import duty on disposable haemodialysing units for artificial kidney machines, under tariff heading 84.18.99.01 'ex', from 75 per cent to 15 per cent.

The concession has a validity of one year, lapsing on 28 September 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Parts for automatic control apparatus. Customs policy council resolution 3015, published in the *Diario Oficial* of 28 September, made the following reductions in import duty on parts for automatic control apparatus, under tariff heading 85.19.90.99 'ex':
Any other parts for machines of tariff heading 85.19.03.01 reduced from 75 per cent to 37 per cent.
Any other parts for machines of tariff heading 85.19.03.99, reduced from 75 per cent to 15 per cent.
Both the above reductions have a validity of one year, lapsing on 28 September 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reductions in manufactured goods tax on various items. Decree-law 1575, published in the *Diario Oficial* of 26 September, temporarily reduced to 0 per cent the manufactured goods tax (IPI) rate on the following goods:

Containers, under tariff heading 86.08.00.00;
Containers carrying semi-trailers, interchangeable with road tractors of any nationally produced marque, under tariff heading 87.14.06.01;
Mobile gantry cranes, on rails, under tariff headings 84.22.07.02 and 84.22.08.02;
Mobile gantry cranes, on pneumatic tyres, under tariff heading 84.22.08.99;
'Spider' type cranes, classified under tariff heading 84.22.07.99;
Stacking trucks, with a minimum capacity of 20 tonnes, under tariff heading 87.07.02.00;
Chassis with motors and cabs, of a special design for the hauling of semi-trailers within terminal areas, under tariff heading 87.02.03.99;
Bogies, under tariff heading 87.06.99.00;
Cradles, trunnions and lifting frames for containers, under tariff heading 73.40.99.99.

No expiry date for this concession has been announced.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Exchange rates. The Chilean central bank has now established the daily rate of exchange for the period 5 October to 4 November. Copies of the list are available from CRE 01-215 5289.

Egypt

Increase in import duty. Egyptian law 37 of 1977 increases the customs duty for alcoholic beverages as follows:
Beer to 1200 per cent; wine to 1800 per cent; champagne, vermouth, cider perry and whisky to 3000 per cent.

Inquiries: OTAR 01-248 5757 ext. 472/471/473/462.

Finland

Cosmetic regulations. The Finnish authorities have issued new regulations, effective from 1 October, on the composition and marking of packs of cosmetic preparations for sale.

Handouts on these new regulations are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

France

Electronic television games. An order of 28 September 1977 published in the *Official Journal* of 1 October 1977 announced that with effect from 5 October 1977 electronic television games (ex CCCN 97.04) would be required to comply with French standard regulation NF C91-110 and obtain type approval from the Direction des Industries Electroniques et de l'Informatique before being imported for marketing in France.

Copies of standard NF C91-110 may be obtained from the Sales Department of British Standards Institution, Nowton House, 101 Pentonville Road, London N1.

Copies of the French text can be obtained from OTAR 01-248 5757 ext. 423.

Health and dietetic foods. An order of 20 July 1977 laying down detailed rules on the application of the degree of 24 January 1975 concerning health and dietetic foods was published in the *Official Journal* of 18 September 1977.

Copies of the French text of this order can be obtained from OTAR. A translation is being prepared.

Inquiries: OTAR 01-248 5757 ext. 423.

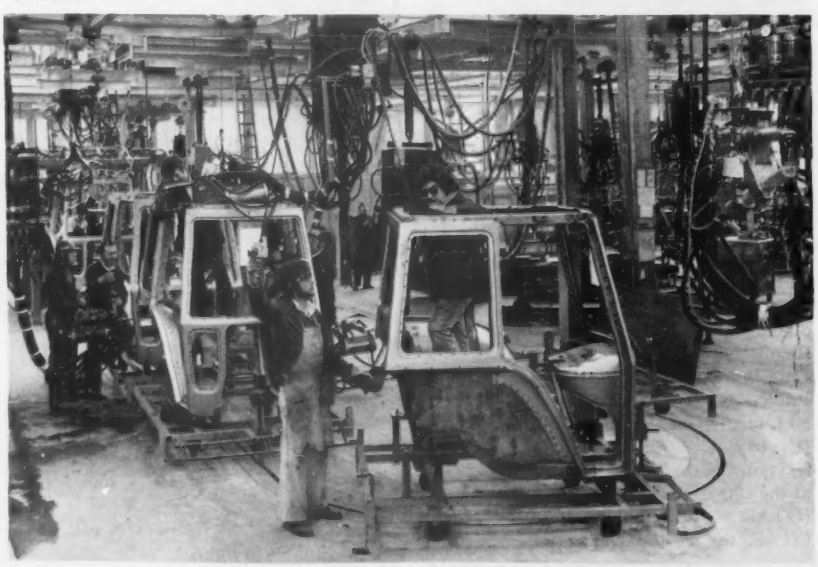
Ghana

Customs tariff changes (correction). *Trade and Industry* dated 26 August 1977 (page 376) gave notice of amendments to almost all chapters of the Customs and Excise Tariff. Chapter 86 (railways/stock) was listed incorrectly as being an exception. The whole of chapter 86, previously duty free, now attracts duty at the rate of 35 per cent.

Inquiries: OTAR 01-248 5757 ext. 473.

GKN Sankey Tokyo-bound

Tractor cabs under construction on the assembly line at the pressings division of GKN Sankey – one of seven British companies participating in the Tokyo Motor Show from 28 October to 7 November.



Indonesia

Textile import regulations. With reference to notices published in *Trade and Industry*, 4 February, 18 March and 15 July 1977, respectively, the following is the full list of CCCN headings of textiles exempted from the regulations:

50.09.10 – 100 per cent silk cloth (grey); 51.04.10 – fabric for tyres of synthetic fibre; 51.04.12 – fibre for tyres of regeneration fibre; 51.04.20 – 100 per cent nylon cloth; 51.04.20 – 100 per cent polyester cloth; 51.04.20 – materials made from 100 per cent acetate; 51.04.40 – waterproof umbrella cloth 100 per cent nylon or polyester (dyed); 51.04.50 – waterproof umbrella cloth of 100 per cent nylon or polyester (printed); 51.04.50 – bed ticking of synthetic fibre of more than 160 cm width; 55.09.20 – cotton yarn cloth for tyres; 56.07.20 – 100 per cent rayon cloth (muslin, taffeta, etc); 59.17.10 – bolting cloth for screen printing (monyl screen printing); 59.17.90 – filter cloth.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Corrugated filter paper. The Indonesian Minister of Finance has announced, with effect from March 1977, partial exemption from import duty on the import of corrugated filter paper measuring 15 cm width, in rolls or sheets (CCCN 48.05.00), used to produce air and oil filters. The import duty is now 5 per cent and the sales tax 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iraq

Goods imported through Syria. *Trade and Industry*, 10 June, page 499, gave details of a decision by the Trade Regulating Board banning the import of goods for Iraq through Syrian ports.

It is understood that this decision has in effect stopped all road cargo transport from entering Iraq across the Syrian border.

No further details are available but when additional information is received another notice will be issued.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Mauritius

Import controls. The government of Mauritius issued a notice on 16 August 1977 banning the import of second hand motor vehicles as follows:

With effect from 12 August 1977 the government has banned the importation of second-hand vehicles.

The ban will not apply where an order has been confirmed or shipment has been effected before 12 August 1977 and documentary evidence to this effect can be produced. In such a case the person concerned should apply forthwith to the Ministry of Commerce and Industry for an import licence under the Supplies (Control of Imports) (Amendment) Regulations 1977 (Government Notice No. 150 of 1977) with proof of:

1 date of placing the order
2 date of confirmation of order
3 date of establishing irrevocable letter of credit

Copies of the revelant government notice are not yet available.

Inquiries: OTAR ext. 471/462/472/473.

Special levy. The special levy on all goods specified in chapters 50 to 57 inclusive has been increased from 10 per cent to 15 per cent and extended to include 60.01.

The special levy on all other goods except those specified in chapters 1 to 21, 23, 25 to 32, 38, 39, 41 and 97 has been increased from 25 per cent to 30 per cent.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Tariff duty changes. With effect from 26 April the rates of fiscal and customs duties were varied on the following goods:

Beer (CCCN 22.03) wine (22.05) spirits (22.09) cigars and other tobacco products (24.02) motor spirit/fuels (27.10) rubber tyres (40.11) crown corks (83.13) television sets/radio sets (85.15) certain motor vehicles (87.02) motor vehicle parts and accessories (87.06) photographic cameras/flashlight apparatus (90.07) cinematographic cameras, projectors, etc (90.08).

Inquiries: OTAR ext. 471/462/472/473.

Nigeria

Exchange control. *Trade and Industry* of 2 September gave details of the documentation required to be submitted to the Central Bank with applications for deferred, instalmental and advance payments for machinery and equipment.

Further instructions have now been issued by the Central Bank to all authorised dealers stating that, with effect from 3 October 1977, all applications involving full sight payment, letters of credit and bills for collection etc in respect of imports of plant, machinery and equipment valued at N50 000 and above must be supported by the following documents:

Attested invoice.
Insurance certificate.
Bill of lading (non-negotiable copy)/air waybill.

Certificate of value issued by the Industrial Inspectorate Division of the Federal Ministry of Industries in accordance with the provisions of the Industrial Inspectorate Decree 1970.

With regard to certificates of value the following documents are required by the Federal Ministry of Industries before issuing a certificate:

Pro-forma invoices from at least two competitive machinery suppliers and reasons for selection of the chosen supplier including names and addresses of the manufacturers.

Literature giving the salient features and technical specifications of the machinery.

In the case of second-hand or re-conditioned machinery:

Sales invoices from last owner.
Certificated statements on the service history including year of manufacture, year of first usage, maintenance records, extent and frequency of usage.
Spare parts availability and situation.
If re-conditioned, extent of reconditioning specified by work, replacements and corresponding costs.

It should be borne in mind that the Director of the Industrial Inspectorate Division will need at least four weeks' notice to verify the prices of non-standard machinery and equipment before commenting on the item. It is therefore advisable to ensure that information and documentation is made available to the Director in good time. Additional information is being sought by the banks and further details will be published as soon as possible.

Sierra Leone

Rescheduling of extended or medium term debts. The Sierra Leone government has requested the governments of her main creditor countries for relief of Sierra Leone's external debts. Agreement has been reached concerning the rescheduling of official debts relating to contracts concluded before 1 January 1977 with a credit period exceeding one year.

The Export Credits Guarantee Department (ECGD) is in touch with those firms which have extended or medium term contracts with Sierra Leone buyers and which have *insured* their risks with ECGD.

The Department of Trade understands that there may also be some other firms however who have similar contracts which are *not insured* by ECGD. Firms with such *uninsured* contracts falling within the category outlined above are requested to let the Department of Trade's Commercial Relations and Exports Division 5, Room 337, 1 Victoria Street, London SW1H 0ET, have the following information:

Name of the buyer
Goods
Date of contract
Original contract value
Amounts of payments and due dates according to the contracts (indicating which payments have been made, which are overdue and which are not yet due)
Details and value of goods still to be shipped, if any
Name of guarantor of payment, if any
Figures net of any agent's commission, payable locally
The buyer's import licence number(s), if known
The rate of contractual interest, as well as the actual figures
Rate of post maturity interest, if specified in contract

It will be necessary to distinguish between principal and interest in the information given above.

Somali Democratic Republic

Foreign investment law. A new law on foreign investment, law 7 of 29 January 1977, has recently been enacted by the government of the Somali Democratic Republic. This amends the previous foreign investment law (10 of 18 February 1960) and establishes more substantial incentive measures than those previously provided.

The aim of the law is to attract foreign investment in productive enterprises related to agriculture, livestock, fishery, industry transport, energy, water and minerals that are consistent with national economic development policies and priorities. Productive enterprises can be wholly owned by foreign capital, in participation with Somali citizens, or as a joint venture with Somali government. Investments processing local raw materials are preferred.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

South Africa

Import permits. The Minister of Economic Affairs announced on 11 October a third round of import permits equal to 30 per cent of the total value of those issued in 1976 making the total for this year equal in value to 100 per cent of the 1976 allocation. The commodities that are affected are consumer goods, clothing, confectionery and alcoholic beverages, including whisky.

Inquiries: CRE 01-215 5274.

Thailand

Special import fee on menthol. The Thai Board of Investment has issued notice 29/2520 whereby a special fee of 20 per cent of the cif price is placed on the import of menthol, flake and powder types coming under tariff heading CCCN 29.05a and CCCN 29.05b.

The Board of Investment shall determine which imports pay the special fee and inform the Customs Department accordingly.

This notice came into effect on 31 August 1977 and remains in force until 30 August 1978.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Tobago and Trinidad

Horses: import ban. The Tobago and Trinidad authorities have announced that, due to an outbreak of equine metritis in certain countries, the importation of all horses except yearlings, weanlings and geldings has been discounted with immediate effect.

All import permits previously issued have been revoked.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

United States

Architectural glazing materials. The *Federal Register*, dated 3 October, published an amendment proposed by the CPSC to the safety standard for architectural glazing materials clarifying the definition of glazed panels for non-residential buildings. Comments (five copies) by 2 November 1977 to Consumer Product Safety Commission, 1111 18th Street NW, Washinton DC 20207.

Clothes washers: energy conservation. The *Federal Register*, dated 28 September, published a final rule by the Federal Energy Administration altering test procedures for measuring the energy consumption of washing and machines for clothes. The effective date is 1 November 1977.

Food: poisonous substances. The *Federal Register*, dated 30 September, published a final rule by the Food and Drug Administration establishing procedures for regulating food contaminants applying mainly to PCB's.

Medical devices. The *Federal Register*, dated 30 September, published a rule proposed by the Food and Drug Administration detailing procedures for listing medical devices and sets forth who must list devices, the times for listing and how and when devices must be listed. Written comments (four copies) by 29 November 1977 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Imports of speciality steels under quota. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 7 October 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 7 Oct 1977
Steel and strips of stainless steel (item 923.20)	32 600 000	13 069 104
Plates of stainless steel (item 923.21)	6 000 000	1 490 838
Bars of stainless steel (item 923.22)	5 200 000	2 167 338
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.22)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Successful Exporters, read Export Direction

Export Direction is a unique source of thoroughly researched information about all aspects of exporting, published monthly. In depth analyses on finance, insurance, distribution, freight, advertising, customs, law, business practices, and business travel, as well as monthly Market features written on the spot by our own staff.
Send me your card, telex or phone me and I will send you a free copy of Export Direction.

Steve Burton – 01-267 1201 Telex – 264737
IDG Publishing Ltd., 140, Camden St. London NW1 9PF.

ENCIRCLE TI 625 ON PAGE 158 FOR FURTHER INFORMATION

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate regional office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The department, in co-operation with commercial officers at embassies, high commissions and consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the commercial officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas commercial officers to be of the greatest assistance to UK visitors the department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−241	−733	492
3rd qtr.										526	1	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−2.0	−6.8	—	+0.3							
on a year earlier	−0.2	−1.1	−8.8	+4.3	+6.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
						% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.6	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.9	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7¹	2.6¹	302.7¹	132.0	136.4
1975	101.7	102.4	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0¹	126.1	126.5
1976	102.3	103.5	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8¹	5.4¹	120.4¹	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.3	104.9	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8¹	5.6¹	..	141.5	138.2
1977 1st qtr.	103.6	105.7	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.0	103.1	103.9	102	181.9	17.4	347.7	259.2	285.3	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.			106.9 p		184.7	16.5	341.1 p	267.7 p		1,420.8	6.0	150.5	153.4	141.4
1976 July	101.9	104.1	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	131.1	139.5
Aug.	101.2	103.2	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	135.6	133.8
Sept.	102.4	104.4	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	138.0	140.5
Oct.	102.8	104.9	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.1	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.6	104.6	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.8	105.6	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.5	105.7	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.6	105.8	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.3	103.6	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.6	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.1	100.4	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.5	103.9	107.0	109	183.8	17.6	344.6 p	265.8 p	286.3 p	1,402.2	5.9	152.7	153.3	149.0
Aug.	102,7 p	103,4 p	107.2	124	184.7	16.5	339.5 p	268.0 p		1,413.8	6.0	154.1	150.2	131.0
Sept.			106½ p		185,7	15,6	339.1 p	269.2 p		1,446.4	6.1	144,7	156.6 p	144,2 p
% change latest 3 months on prev. 3 months	−1.3	−2.3	+2.9	+1.6	+1.6		−1.9	+3.3	+1.5	+6.8			+2½	−2
on a year earlier	+0.2	−0.7	−1.8	+8.8	+16.6		+11.2	+19.9	+9.5	+8.8			+14	+2½

p Provisional pe Preliminary estimate e Estimate .. Not available ¹ Average of available months

Inquiries: 01-215 3453

Current account of the United Kingdom balance of payments for September

In September 1977 the current account is estimated to have been in surplus by £266 million. The surplus on trade in goods was £91 million, seasonally adjusted, and the balance on services and other transactions is estimated to have been running at a monthly surplus of about £175 million.

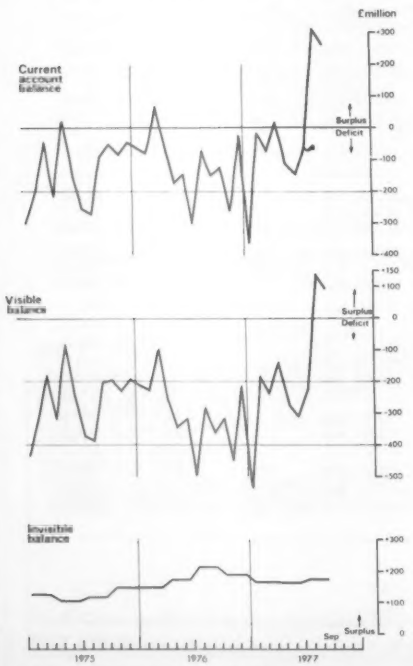
In the third quarter of 1977 there was a current account surplus of £526 million compared with a deficit of £241 million in the previous quarter.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1975	−1 701	−3 203	+1 502
1976	−1 405	−3 571	+2 166
1976			
1st qtr	−90	−538	+448
2nd	−390	−907	+517
3rd	−511	−1 144	+633
4th	−414	−982	+568
1977			
1st qtr	−461	−962	+501
2nd	−241	−733	+492
3rd	+526	+1	+525[1]
1977			
April	+18	−146	+164[2]
May	−113	−277	+164[2]
June	−146	−310	+164[2]
July	−55	−230	+175[1]
August	+315	+140	+175[1]
September	+266	+91	+175[1]

[1] These figures are or include projections and are subject to revision as information becomes available.
[2] One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Analysis of the current account of the United Kingdom balance of payments



'Outstanding August . . . very good September': Dell

Edmund Dell, Secretary of State for Trade, made the following statement on September trade figures:

'After the outstanding August trade figures, we now have very good figures for September. We are well on the way towards a strong surplus in the current account of our balance of payments.

'We have six factors working in our favour:

- ☐ Export volume up by nearly 10 per cent so far this year
- ☐ North Sea oil exports currently worth about £100 million a month
- ☐ The volume of imports of crude oil at their lowest for at least seven years
- ☐ A continued large surplus on invisibles
- ☐ A check in the rise in import prices, partly reflecting a more stable £
- ☐ The volume of imports generally little changed over the past nine months.

'We cannot rely on imports remaining depressed. Imports will pick up as output and activity rise and we must therefore maintain the impetus of our export drive. This is why it remains vital that industry conforms to the government's guidelines on wage settlements, and thereby stays competitive in world markets.'

Visible trade

Summary (figures on a balance of payments basis) (see tables 1 and 3)

In September, there was a surplus on visible trade of £91 million, seasonally adjusted, £49 million less than the exceptional figure for August. Movements in the more erratic elements of trade, particularly ships, more than accounted for the reduction in the surplus between the two months. Total exports rose by £151 million, while the value of imports was up by £200 million from the relatively low August level; for both exports and imports, around half the monthly rise reflected a recovery in the level of trade in precious stones.

In terms of volume, exports rose by 4½ per cent in September, following a 2 per cent fall in August, while imports rose by 10 per cent following a sharp fall of 12 per cent. The export unit value index rose by 1 per cent in September and the import unit value index fell marginally, leading to a 1 per cent rise in the terms of trade index.

United Kingdom trade

on a balance of payments basis
seasonally adjusted (except Unit Value Index)

Value £ million f.o.b.
Indices 1970 = 100

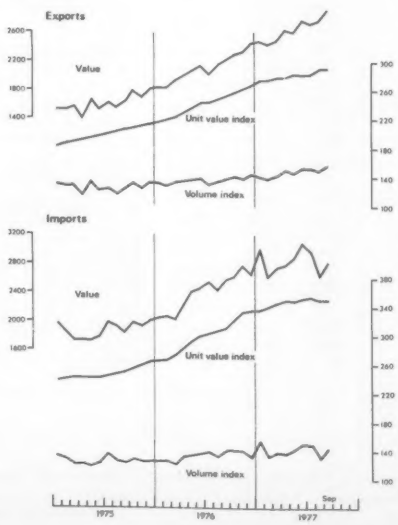


Table 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1975	19 461	22 664	−3 203
1976	25 416	28 987	−3 571
1975			
1st qtr	4 664	5 608	−944
2nd	4 632	5 289	−657
3rd	4 828	5 802	−974
4th	5 337	5 965	−628
1976			
1st qtr	5 642	6 180	−538
2nd	6 242	7 149	−907
3rd	6 429	7 573	−1 144
4th	7 103	8 085	−982
1977			
1st qtr	7 440	8 402	−962
2nd r	8 036	8 769	−733
3rd p	8 436	8 435	+1
1977			
April r	2 649	2 795	−146
May r	2 612	2 889	−277
June r	2 775	3 085	−310
July	2 741	2 971	−230
August r	2 772	2 632	+140
September p	2 923	2 832	+91
Percentage change 3rd qtr on previous quarter	+5	−4	

p Provisional estimates. r Revised estimates.

Table 2 Invisibles[1]

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1975	11 044	9 542	+1 502
1976	13 838	11 672	+2 166
1975			
1st qtr	2 645	2 266	+379
2nd	2 685	2 361	+324
3rd	2 757	2 403	+354
4th	2 957	2 512	+445
1976			
1st qtr	3 099	2 651	+448
2nd	3 314	2 797	+517
3rd	3 625	2 992	+633
4th	3 800	3 232	+568
1977			
1st qtr	3 752	3 251	+501
2nd	3 850	3 358	+492
1977			
July			+175[2]
August			+175[2]
September			+175[2]

[1] See note 6.
[2] These figures are projections and are subject to revision as the relevant statistical information becomes available.

In the third quarter, there was a visible trade surplus of £1 million, compared with a deficit of £733 million in the previous quarter. Some £400 million of the massive improvement between the quarters reflected favourable movements in trade in North Sea installations, while the balance of trade in other erratic factors (precious stones, aircraft and ships) contributed a further £97 million to this improvement (mainly on imports). The deficit on trade in oil was reduced by £126 million between the second and third quarters, with a rise of £51 million in exports and a fall of £75 million in imports. Total exports in the third quarter were valued at £8,436 million, 5 per cent higher than the previous quarter, with volume up by 2½ per cent. Total imports, at £8,435 million, were 4 per cent below the second quarter level, with volume down by 2 per cent. Excluding North Sea installations, which affect the second quarter only, imports were unchanged between the quarters in value terms and up 1 per cent in volume. Over this period, the export unit value index increased by 2½ per cent while the import unit value index was up only marginally; the terms of trade index rose by 2½ per cent.

Exports (Overseas Trade Statistics basis)

The quarterly comparisons for some of the component series are affected by the inclusion in the July export figures, on an overseas trade statistics basis, of North Sea oil production installations valued at around £150 million, which are excluded from the figures on a balance of payments basis (see note 11). Where appropriate, the percentage movements of exports other than North Sea installations are given in brackets so that the area and commodity analyses can more readily be considered in relation to the movements of total exports on a balance of payments basis.

Area analysis (see table 4). In the third quarter of 1977, the value of exports to the developed countries was 4 per cent (1½ per cent) higher than in the previous quarter. Deliveries to the EEC increased by 3 per cent over this period, while the value of goods dispatched to the rest of Western Europe rose by 1½ per cent;

Table 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade[1]	Exports	Imports
1975	198.5	246.1	80.7	126.1	126.5
1976	240.6	300.3	80.1	136.6	134.3
1975 1st quarter	184.9	240.9	76.8	129.4	127.9
2nd quarter	193.4	241.5	80.1	123.2	122.0
3rd quarter	202.2	247.5	81.7	121.8	128.4
4th quarter	210.1	260.9	80.5	130.2	127.5
1976 1st quarter	219.0	269.1	81.4	132.2	126.2
2nd quarter	234.2	292.6	80.0	137.8	134.7
3rd quarter	247.4	308.2	80.3	134.9	138.0
4th quarter	261.7	331.0	79.1	141.5	138.2
1977 1st quarter	274.5	341.4	80.4	141.2	142.3
2nd quarter r	280.9	350.7	80.1	149.3	144.4
3rd quarter p	288.4	351.8	82.0	153.4	141.4
1977 April r	277.4	349.4	79.4	149.9	139.2
May r	282.5	350.1	80.7	145.4	142.9
June r	282.8	362.7	80.2	152.5	151.2
July	283.9	354.4	80.1	153.3	149.0
August r	289.4	351.2	82.4	150.2	131.0
September p	291.8	349.8	83.4	156.6	144.2
Percentage change 3rd qtr on previous qtr	+2½	+½	+2½	+2½	−2

[1] Export unit value index as a percentage of the import unit value index.
p Provisional estimates. r Revised estimates.

Table 4 Exports: areas[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil-exporting countries	Other	
1976	25 769	9 168	4 272	3 097	1 944	3 147	3 360	726
1976 3rd quarter	6 498	2 340	1 061	797	490	786	836	182
4th quarter	7 225	2 627	1 246	837	481	912	909	186
1977 1st quarter	7 588	2 770	1 299	893	541	999	890	201
2nd quarter	8 332	3 055	1 453	953	516	1 063	1 013	242
3rd quarter p	8 655	3 140	1 476	1 049	542	1 102	1 073	263
1977 July	2 928	1 000	595	327	178	364	368	89
August r	2 784	1 041	416	330	179	382	372	63
September p	2 943	1 099	465	392	185	356	333	110
Percentage change 3rd qtr on previous qtr	+4	+3	+1½	+10	+5	+3½	+6	+8½

[1] See note 2. r Revised estimates. p Provisional estimates.

Table 5 Exports: commodity classes[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Manufactures												
		Machinery and transport equipment[2]												
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery[2]	Road motor vehicles	Other transport equipment[3]	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1976	25 769	1 692	776	1 255	21 338	10 125	7 060	2 226	839	3 045	2 345	934	4 889	709
1976 3rd quarter	6 498	418	197	334	5 411	2 530	1 753	562	200	783	635	240	1 203	179
4th quarter	7 225	472	232	397	5 910	2 734	1 910	601	246	860	653	267	1 396	183
1977 1st quarter	7 588	504	251	480	6 169	2 764	1 951	623	203	899	684	287	1 527	218
2nd quarter	8 332	538	227	542	6 727	3 043	2 071	666	285	953	756	284	1 751	248
3rd quarter p	8 655	584	238	595	7 054	3 358	2 361	687	292	1 035	741	297	1 586	245
1977 July	2 928	185	77	183	2 437	1 194	895	228	80	366	241	99	536	61
August r	2 784	195	75	208	2 240	1 078	717	220	129	308	246	96	486	81
September p	2 943	204	86	204	2 377	1 085	750	239	83	362	255	102	565	102
Percentage change 3rd qtr on previous qtr	+4	+8½	+5	+9½	+5	+10	+14	+3	+2½	+8½	−2	+4½	−9½	−1½

[1] See note 2. [2] Includes North Sea production installations. [3] Not seasonally adjusted. r Revised estimates. p Provisional estimates.

excluding North Sea installations there was a fall of 10 per cent, almost entirely reflecting sharply lower exports of precious stones. Exports to North America rose by 10 per cent, and the value of goods dispatched to the other developed countries was 5 per cent higher. Exports to the developing countries in aggregate rose by 5 per cent in the third quarter; shipments to the oil exporting countries were 3½ per cent up, a somewhat slower rate of increase than in the first two quarters of 1977; while exports to the other developing countries rose by 6 per cent. The value of shipments to the centrally planned economies was 8½ per cent higher.

Commodity analysis (see tables 5, 6 and 7). The value of exports of manufactured goods in the third quarter of 1977 was 5 per cent (2½ per cent) higher than in the previous quarter with a rise of 2½ per cent (1 per cent) in the volume

Table 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment[1]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery[1]	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1 000	64	34	26	844	410	276	134	97	119	49	169
1976	139.4	156	122	108	140	133	135	130	171	108	124	168
1976 3rd quarter	137.3	152	118	115	139	130	132	124	171	114	126	161
4th quarter	144.6	161	131	122	144	134	134	136	180	111	130	176
1977 1st quarter	144.3	165	138	134	144	129	131	126	176	118	132	184
2nd quarter	155.0	164	122	144	154	139	138	137	185	131	129	204
3rd quarter p	157.4	177	131	157	158	147	149	140	195	126	128	189
1977 July	161.5	167	128	153	165	156	167	138	208	126	127	199
August	152.0	176	124	158	151	143	139	148	173	126	122	175
September p	158.7	189	141	160	157	141	142	133	203	127	133	193
Percentage change 3rd quarter on previous quarter	+1½	+8	+7½	+9½	+2½	+6	+8	+2	+5½	−4	−1	−7½

[1] Includes North Sea production installations. p Provisional estimates. r Revised estimates.

Table 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1976	240.1	213	240	553	234	245	250	234	238	228	202	221
1976 3rd quarter	247.4	220	249	553	242	254	258	246	245	233	207	226
4th quarter	261.7	229	262	608	256	269	273	260	259	247	222	239
1977 1st quarter	274.4	238	276	643	268	284	288	275	272	255	235	249
2nd quarter	280.7	252	285	666	274	288	288	288	280	258	244	256
3rd quarter p	288.3	265	279	679	281	300	300	300	286	251	252	265
1977 July	283.9	264	279	670	277	293	292	294	283	249	254	259
August	289.3	265	279	688	282	301	299	304	286	250	252	267
September p	291.8	266	278	678	285	305	307	301	288	253	249	269
Percentage change 3rd quarter on previous quarter	+2½	+5	−2	+2	+3	+4	+4	+4½	+2	−3	+3	+3½

p Provisional estimates. r Revised estimates

Table 8 Imports: commodity classes[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment[2]					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery[2]	Road motor vehicles	Other transport equipment[3]	Other	Miscellaneous
1976	31 155	4 983	5 645	11 262	3 218	1 999	6 045	8 853	6 386	4 637	1 398	351	2 467	411
1976 3rd quarter	8 095	1 264	1 492	2 895	855	515	1 525	2 342	1 715	1 255	392	64	627	107
4th quarter	8 727	1 404	1 510	3 230	927	568	1 735	2 541	1 830	1 293	416	95	711	92
1977 1st quarter	8 959	1 490	1 390	3 376	988	629	1 758	2 666	1 897	1 289	474	124	769	109
2nd quarter	9 576	1 568	1 349	3 496	864	621	2 011	2 948	2 213	1 605	485	162	735	122
3rd quarter p	9 122	1 553	1 280	3 309	873	623	1 813	2 856	2 103	1 425	557	119	753	131
1977 July	3 188	524	415	1 228	323	220	685	978	719	468	187	70	259	48
August r	2 845	542	422	971	276	209	486	881	635	438	158	26	246	40
September p	3 090	487	443	1 110	275	194	642	997	749	519	212	23	248	42
Percentage change 3rd quarter on previous quarter	−4½	−1	−5	−5½	+1	+½	−10	−3	−5	−11	+15	−27	+2½	+7½

[1] See note 2. [2] Includes North Sea production installations. [3] Not seasonally adjusted. r Revised estimates. p Provisional estimates.

of deliveries. Within this broad commodity group, the value of machinery and transport equipment exports rose by 10 per cent (5½ per cent). Exports of machinery (the group which includes North Sea installations) were up by 14 per cent (6½ per cent) by value, and 8 per cent (3 per cent) in volume in the third quarter. Exports of road motor vehicles rose by 3 per cent in value in this period and deliveries of other transport equipment were 2½ per cent higher. Taken together, the volume of transport equipment exports in total rose by 2 per cent. Chemical exports rose by 8½ per cent in value, mainly reflecting a greater volume of deliveries, while export of metals and miscellaneous metal manufactures fell by 2 per cent, with reductions both in the volume of deliveries and in export prices. The value of textile exports rose by 4½ per cent but volume fell slightly. The value of other manufactured goods shipments fell by 9½ per cent, reflecting a fall in exports of precious stones in the third quarter. Exports of non-manufactured goods in total rose by 8½ per cent in value in the third quarter. Within this category, shipments of food, beverages and tobacco increased by 8½ per cent, largely reflecting higher volumes. The value of deliveries of basic materials rose by 5 per cent with an increase of 7½ per cent in volume more than offsetting lower export prices. Fuel exports increased by 9½ per cent in value in the third quarter, entirely due to a 26 per cent increase in the value of crude oil dispatched to £300 million.

Imports (Overseas Trade Statistics basis)

Commodity analysis (see tables 8, 10 and 11). In the third quarter of 1977, the value of imports of food, beverages and tobacco fell by 1 per cent compared with the previous quarter, with a price increase of 4½ per cent being outweighted by a 6 per cent fall in volume. Fuel imports fell by 5 per cent in value. Arrivals of industrial materials in total fell 5½ per cent in value, with volume down by 4 per cent. Within this group, imports of basic materials increased by 1 per cent in value, with volume up marginally, while chemical deliveries were little changed in both value and volume. Imports of other semi-manufactures fell by 10 per cent (resulting from a fall in arrivals of precious stones) with volume contributing more than price. Imports of finished manufactures in total fell by 3 per cent in value terms and 1 per cent in volume between the quarters. Excluding deliveries of North Sea installations the value of finished manu-

Table 9 Imports: areas[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil-exporting countries	Other	Centrally planned economies
1976	31 155	11 385	4 577	4 217	2 116	4 207	3 511	1 109
1976 3rd quarter	8 095	2 825	1 229	1 122	576	1 178	911	268
4th quarter	8 727	3 242	1 281	1 191	616	1 134	968	276
1977 1st quarter	8 959	3 343	1 288	1 270	636	1 027	1 123	325
2nd quarter	9 576	3 501	1 648	1 294	713	974	1 060	333
3rd quarter p	9 122	3 616	1 187	1 316	636	905	1 111	356
1977 July	3 188	1 245	413	474	236	303	403	128
August r	2 845	1 162	360	416	194	275	341	104
September p	3 090	1 209	415	426	206	326	366	124
Percentage change 3rd qtr on previous qtr	−4½	+3½	−28	+1½	−11	−7	+4½	+7

[1] See note 2. p Provisional estimates. r Revised estimates.

Table 10 Imports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment[1]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery[1]	Road motor vehicles and other transport equipment	Other
Weights	1 000	227	105	427	151	60	216	229	166	133	33	63
1976	133.5	101	87	127	93	150	145	196	197	186	241	193
1976 3rd quarter	135.8	103	88	127	95	153	142	202	206	194	251	193
4th quarter	137.8	104	85	132	94	157	151	206	210	196	247	197
1977 1st quarter	139.6	107	76	135	97	170	152	213	213	194	283	215
2nd quarter	145.2	107	73	135	84	166	162	226	234	219	320	203
3rd quarter p	140.0	101	73	130	85	165	151	224	232	209	320	203
1977 July	146.0	100	71	143	93	173	169	225	233	205	363	204
August r	130.1	106	73	115	80	172	124	210	214	198	254	201
September p	143.8	97	75	131	81	152	160	236	248	225	342	204
Percentage change 3rd quarter on previous quarter	−3½	−6	−½	−4	+½	−½	−6½	−1	−1	−4½	—	—

[1] Includes North Sea production installations. p Provisional estimates. r Revised estimates.

Table 11 Imports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1976	288.6	247	704	239	260	267	217	237	232	227	253	249
1976 3rd quarter	296.4	246	728	247	266	274	226	246	242	237	262	258
4th quarter	318.9	268	768	268	295	296	240	265	258	251	287	284
1977 1st quarter	327.6	280	790	277	310	302	248	264	258	248	297	280
2nd quarter	336.8	297	801	284	313	304	258	269	262	252	302	286
3rd quarter p	338.7	310	799	281	314	299	254	270	263	251	311	288
1977 July r	341.4	313	802	284	317	300	257	272	266	255	309	289
August r	338.3	311	796	282	316	298	253	268	262	249	312	286
September p	336.3	307	799	278	309	299	251	269	262	249	312	288
Percentage change 3rd quarter on previous quarter	+½	+4½	—	−1	—	−2	−1½	+½	—	−½	+3	+1

p Provisional estimates. r Revised estimates.

factures rose by 7 per cent, with volume up by 6 per cent. Machinery imports (the group which includes North Sea installations) fell by 11 per cent in value, and 4½ per cent in volume. Excluding installations, arrivals of machinery rose by 8 per cent in both value and volume. Road motor vehicle imports showed an increase of 15 per cent in value, while arrivals of other transport equipment fell by 27 per cent, reflecting high deliveries of ships and aircraft in the second quarter. For the two categories combined, there was an increase of 4½ per cent, attributable principally to increased prices. Imports of other finished manufactures rose by 2½ per cent in value, with volume unchanged.

Area analysis (see table 9). In the third quarter of 1977, the value of imports from the developed countries fell by 5½ per cent compared with the previous quarter (2 per cent excluding North Sea installations). Deliveries from the EEC were up by 3½ per cent over this period. Arrivals from the rest of Western Europe fell by 28 per cent. Excluding North Sea installations, however, the fall was 15 per cent, which included a reduction in arrivals of precious stones. Imports from North America rose by 1½ per cent in the third quarter, while imports from the other developed countries were 11 per cent lower, mainly due to a decrease in arrivals of precious stones. Among the developing countries, arrivals from the oil exporting countries were 7 per cent lower, while imports from the other developing countries rose by 4½ per cent. There was an increase of 7 per cent in deliveries from the centrally planned economies.

Table 12 Trade in petroleum and petroleum products[1]
Balance of payments basis (division 33 of SITC(R)) Seasonally adjusted

	Balance of visible trade	Imports				Exports			
		Total	Crude oil			Rest of Division 33	Total	Crude oil[2]	Rest of Division 33
	£ million fob	£ million fob	£ million fob	Million tons	Average value ton £ fob	£ million fob	£ million fob	£ million fob	£ million fob
1975	−3 106	3 827	3 069	85.6	35.9	758	721	30	691
1976	−3 960	5 121	4 089	85.6	47.8	1 032	1 161	177	984
1975 1st qtr	−774	948	758	22.2	34.3	190	174	7	167
2nd qtr	−683	841	697	20.7	33.8	144	158	1	157
3rd qtr	−784	976	800	22.4	35.6	176	192	6	186
4th qtr	−865	1 062	814	20.3	40.2	248	197	16	181
1976 1st qtr	−960	1 178	928	21.4	43.4	250	218	18	200
2nd qtr	−957	1 217	955	20.5	46.5	262	260	24	236
3rd qtr	−1 041	1 354	1 079	21.8	49.6	275	313	45	268
4th qtr	−1 002	1 372	1 127	21.9	51.9	245	370	90	280
1977 1st qtr	−816	1 268	1 011	18.8	53.8	257	452	163	289
2nd qtr	−725	1 236	973	17.6	55.2	263	511	239	272
3rd qtr p	−599	1 161	886	16.1	55.0	275	562	300	262
1977 April	−230	388	301	5.5	55.1	87	158	76	82
May	−298	445	356	6.4	55.3	89	147	54	93
June	−197	403	316	5.7	55.2	87	206	109	97
July	−198	373	284	5.2	54.9	89	175	77	98
August	−192	385	283	5.2	54.6	102	193	112	81
September p	−209	403	319	5.8	55.4	84	194	111	83
Percentage change 3rd qtr on previous qtr		−6	−9	−8½	−½	+4½	+10	+26	−4

[1] See note 7. [2] Not seasonally adjusted. p Provisional estimates. r Revised estimates.

Invisibles (see table 2)

The latest estimate of invisibles relates to the second quarter of 1977 when credits on services and other transactions were £3,850 million and debits £3,358 million, giving a surplus of £492 million for the quarter. The surplus is projected to be running currently at £175 million a month.

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in table 13. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage. Included under this heading are adjustments to bring in items not in the trade statistics (for example on the import side ships built and delivered abroad direct to UK owners) and to remove items which are in the trade statistics (mainly returned goods and goods for processing and repair), where no change of ownership is

Table 13 Derivation of the visible trade figures Balance of payments basis £ million

	Exports				Imports				
	Recorded	Seasonally adjusted[1]			Recorded	Seasonally adjusted[1]			
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Valuation and Coverage adjustments	Balance of payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1975	19 922	19 922	−461	19 461	24 128	24 128	−1 490	+26	22 664
1976	25 769	25 769	−353	25 416	31 155	31 155	−1 881	−287	28 987
1975 1st quarter	4 593	4 748	−84	4 664	5 883	5 950	−354	+12	5 608
2nd quarter	4 942	4 722	−90	4 632	5 832	5 573	−353	+69	5 289
3rd quarter	4 796	4 962	−134	4 828	5 998	6 190	−389	+1	5 802
4th quarter	5 591	5 490	−153	5 337	6 415	6 415	−394	−56	5 965
1976 1st quarter	5 816	5 738	−96	5 642	6 808	6 669	−407	−82	6 180
2nd quarter	6 391	6 308	−66	6 242	7 762	7 664	−468	−47	7 149
3rd quarter	6 258	6 498	−69	6 429	7 790	8 095	−501	−21	7 573
4th quarter	7 304	7 225	−122	7 103	8 795	8 727	−505	−137	8 085
1977 1st quarter	7 701	7 588	−148	7 440	9 094	8 959	−534	−23	8 402
2nd quarter r	8 387	8 332	−296	8 036	9 672	9 576	−551	−256	8 769
3rd quarter p	8 415	8 655	−219	8 436	8 829	9 122	−560	−127	8 435
1977 April r	2 580	2 739	−90	2 649	2 938	3 021	−172	−54	2 795
May r	2 962	2 707	−95	2 612	3 318	3 145	−189	−66	2 889
June r	2 845	2 886	−111	2 775	3 416	3 410	−190	−136	3 085
July	2 870	2 928	−187	2 741	3 080	3 188	−195	−22	2 971
August r	2 661	2 784	−12	2 772	2 726	2 845	−181	−32	2 632
September p	2 884	2 943	−20	2 923	3 023	3 090	−184	−73	2 832
Percentage change 3rd quarter on previous quarter	+½	+4		+5	−8½	−4½			−4

[1] Components and totals are rounded independently. p Provisional estimates. r Revised estimates.

involved. In addition adjustments are made from time to time to the level of exports to take account of variations in the quality of recording as revealed by the regular monitoring of the accuracy of the export figures (as described in an article in *Trade and Industry*, 15 February 1973). All these adjustments are described in greater detail in the annual *'Pink Book' United Kingdom Balance of Payments 1966-76* (table 2.1 and pp. 14-17) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

2 The adjustments described at note 1 are made only for the monthly totals of exports and imports (table 1) and the monthly figures of trade in petroleum and petroleum products (table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in tables 4 to 11 are available only on the overseas trade statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade are based on the figures on the overseas trade statistics basis in tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in note 1 above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the total balance over three or more months.

4 Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take the sum of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly total gives a quite good short-term guide and has the merit of simplicity.

5 Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

6 Invisibles (services and other current transactions) covers the following items. Government services and transfer payments; all other services including sea and air transport, travel and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons; the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

7 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 12) accounts for almost all the trade in fuels, section 3 of SITC(R) which is included in tables 5 and 8. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc).

The figures of value and tonnage of crude oil imports in table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the fuels total in table 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

For imports, the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due for example, to differing qualities of crude oil.

The figures of the value of crude oil exports are now given without seasonal adjustment. In previous months they were presented on a seasonally adjusted basis, using the same seasonal and length of month factors as have been used for the fuels total. Further consideration has shown however that these factors may not be wholly appropriate. The export figures include oil which has been re-exported.

8 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply).

Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

9 Definition of areas. The areas used in tables 4 and 9 comprise the following countries:

EEC: West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.

Rest of western Europe: Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (foreign part).

North America: USA, Canada, Puerto Rico, Greenland, St Pierre and Miquelon.

Other developed countries: Australia, New Zealand, Japan and South Africa.

Centrally planned economies: Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, Outer Mongolia and Vietnam.

Oil-exporting countries: Abu Dhabi, Algeria, Bahrain, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc, Trinidad and Tobago and Venezuela.

Other developing countries: All other countries.

Government statistics

For more information, see the Guide to government statistics, published with Trade and Industry, 15 July 1977

Departmental responsibilities and contact points

Central Statistical Office
Great George Street, London SW1P 3AQ
01-233 followed by extension
National income and expenditure, balance of payments, index of industrial production, financial statistics, input/output statistics, development of social statistics, regional statistics ext 6135/6193
Survey Control Unit inquiries only ext **7341**

Industry, trade, prices

Departments of Industry, Trade and Prices and Consumer Protection

Business Statistics Office
Cardiff Road, Newport, Gwent NPT 1XG
Newport 56111
General inquiries ext **2973**
Production statistics:
Annual production statistics ext **2455**
Quarterly and monthly production inquiries exts **2337/2322**
Purchases inquiry ext **2369**
Classified List of Businesses exts **2557/2751**
Distribution statistics:
Census of distribution 1971 ext **2000**
Annual inquiry into distributive and service trades, capital expenditure and stocks ext **2113**

Other offices
1 Victoria Street, London SW1H 0ET
***01-215** followed by extension*
Wholesale price indices exts **3351. 3544**
Capital expenditure and stocks, and investment intentions of private industry:
Manufacturing ext **3176**
Distributive and service trades ext **3345**
Retail trades turnover ext **3705**
Motor and catering trades turnover ext **3177**
Hire-purchase and other instalment credit ext **3162**
Aerospace ext **4052**
Companies:
Acquisitions and mergers, liquidity, insolvencies ext **5538**
Analysis of accounts ext **3132**
Insurance, private sector pensions funds ext **3162**
Overseas trade:
Visible ext **3131**
Invisible ext **5176**
Overseas direct investment and earnings ext **3135**
Economic indicators:
Home ext **3453**
Industrial countries ext **3442**

Abell House, John Islip Street, London SW1P 4LN **01-211** followed by extension
Scientifically qualified manpower ext **4496**
R&D expenditure by industry ext **3631**

Cromwell House, Dean Stanley Street, London SW1P 3HY **01-212** followed by extension
Shipping ext **6730**
Tourism ext **0616**

Millbank Tower, Millbank, London SW1P 4QU
01-211 *followed by extension*
Industrial development certificates ext **3324**
Distribution of industry ext **6073**

Dean Bradley House, 52 Horseferry Road, London SW1P 2AG **01-212** followed by *extension*
Manufacturing industries – production, sales, orders:
Steel and shipbuilding ext **5544**
Engineering ext **6044**
Non-ferrous Metals ext **6532**
Motor vehicles ext **0788**
Chemicals ext **6937**
Textiles, clothing, footwear, leather,.man-made fibres ext **6210**
Other industries ext **6331**

Export House, 50 Ludgate Hill, London EC4M 7HU **01-248 5757 Telex: 886143 DTI Export Ldn**
All foreign and Commonwealth statistics ext **337**

Statistics and Market Intelligence Library
ext **368**
Provides up-to-date and comprehensive trade statistics for all countries, and general statistical publications from all over the world. Overseas directories are also held. Reading room and copying facilities are available.

Energy

Department of Energy
Thames House South, Millbank, London *SW1P 4QJ* **01-211** *followed by extension*
Fuel and energy statistics ext **4292**

Customs and Excise

Customs and Excise
King's Beam House, Mark Lane, London *EC3 7HE* ***01-626 1515***
Statistics related to all indirect taxes administered by the Department ext **2024**
Bill of Entry Service, Statistical Office, Portcullis House, 27 Victoria Avenue, *Southend-on-Sea SS2 6AL*
Southend 49421
United Kingdom external trade statistics ext **310**

Employment

Department of Employment
Orphanage Road, Watford, Herts WD1 1PJ
Watford 28500
Employment, unemployment, vacancies ext **403**
Earnings, wage rates, hours of work ext **651**
New earnings survey ext **500**
Stoppages of work due to industrial disputes ext **673**
Employers' labour costs ext **526**
Index of retail prices ext **630**

26 King Street, London SW1Y 6RB
01-214 8627
Family Expenditure Survey

Environment, transport

Departments of the Environment and *Transport*
St Christopher House, Southwark Street, London SE1 0TE **01-928 7999**
Roads ext **3045**
Road traffic exts **2198, 2629**

2 Marsham Street, London SW1P 3EP
01-212 followed by extension
Passenger traffic, road vehicles, public road passenger *transport ext* **5533**
Inland freight transport, railways ext **7513**
Road accidents ext **7452**
Traffic of seaports ext **8323**
Road goods transport ext **8297**
Building materials exts **7147, 8411**
Construction industries ext **7142**
Planning and land use ext **4113**
Local government financial statistics ext **4627**
Population projections exts **8558, 8563**
Household projections ext **8555**
Housing ext **8551**

Taxation

Board of Inland Revenue
Somerset House, Strand, London WC2R 1LB
01-438 6649
Statistics of direct taxes, corporate income, surveys of personal incomes, personal wealth and conveyancing.

10 Seasonally adjusted import figures for December and January. Because of difficulties of allowing fully in the seasonal adjustment procedure for the effects of the 1976/77 Christmas/New Year holiday period, the seasonally adjusted imports figures for December are probably understated and those for January correspondingly overstated. Exports are probably little affected.

11 Treatment of oil platforms in July exports figures. The July exports figures on an overseas trade statistics basis include two oil platforms, valued at around £150 million, which have been moved to Norway for completion, and which should be returning to the UK continental shelf next year. For a number of reasons, principally that no effective change of ownership has taken place, they have been excluded from the July figures on a balance of payments basis. When the platforms return to the UK only the additional value added to them will be included in the balance of payments figures; the £150 million will be netted out.

12 The green pound. As mentioned in the Press Notice on the August figures, as a result of a change in the method of payment of monetary compensatory amounts (mca's) imports from other EEC countries are valued before deduction of the mca prior to May 1976, and after deduction from that date.

13 Treatment of North Sea transactions. The figures of exports for both July, August and September include a positive balance of payments adjustment to allow for the reimbursement by Norway of a proportion of the expenditure on development of the Frigg North Sea gas field. For national accounts and balance of payments purposes the adjustment is being treated as a sale of fixed assets to Norway. The amount of the adjustment to the third quarter figures is estimated to be £55 million. To minimise the distortion to the trade figures it is being spread over all three months of the quarter.

14 Revisions. The figures of imports on a balance of payments basis for the second quarter of 1977 have been revised upwards to take account of recent information on the arrival of North Sea oil production equipment.

Overseas Trade Statistics
Detailed particulars of United Kingdom imports and exports for September with cumulative totals will be published on 27 September[1] and further analysis of the figures will be found in tables 14.1 to 14.19 in the *Monthly Digest* for October [2], due to be published in the second week of November.

Inquiries
01-215 3131 (value data) 01-215 3466 (indices).

[1] *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £6.50 (Annual Subscription £93.60).
[2] *Monthly Digest of Statistics*, published by HMSO, price £1.95 (Annual Subscription including Supplement of Definitions and postage £27.86).

Wholesale price indices in September

Output prices

The provisional price index for the home sales of manufactured products increased by ½ per cent in September to 269.2 (1970 = 100).

The ¾ per cent increase in the September index for manufactured products other than food, drink and tobacco was lower than in each of the two previous months, reflecting the normal quarterly pattern. Small price increases were spread across most sectors. This index rose 3 per cent in the latest three months, the same increase as in the three months to August.

Almost three-quarters of the 3 per cent increase in the index for pottery and glass was accounted for by higher prices for glass products. The index rose by 4 per cent in the third quarter.

Price rises for steel sheets were largely responsible for the 1¼ per cent increase in the steel industries index and the 1 per cent increase in the index for the metal manufacturing industry.

Widespread price rises were responsible for the increase of 1¼ per cent in the index for the mechanical engineering industry.

Higher prices for corrugated fibreboard packing cases accounted for more than half of the 1 per cent increase in the paper industries index.

The indices for all other sectors rose by between ¼ and 1 per cent.

The index for the output of the food

More about wholesale price indices

01-215 3544	Tables 1, 1a and 2
	Tables 3a and 4a
01-215 3549	engineering
01-215 5216	chemicals, steel, building materials, etc
01-215 3548	textiles, clothing, timber, paper, etc
01-215 3173	Tables 3b, 4b and 5

Correspondence: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 4, Room 249, Sanctuary Buildings, Great Smith Street, London SW1P 3DB

Table 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1976		1977			1976	1977							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Sep	Feb	Mar	Apr	May	Jun	Jul	Aug p	Sep p
Orders III to XIX	*Materials and fuel purchased by manufacturing industry:*	306.8	329.9	341.5	347.7	341.1	314.4	339.5	347.2	349.7	348.3	345.2	344.6 p	339.5	339.1
	Materials[1]	314.6	339.7	351.6	356.1	348.2	323.0	349.7	357.3	358.7	356.7	353.0	352.2 p	346.5	346.0
	Coal (except for carbonising), gas and electricity	232.0	236.3	244.8	267.8	273.0	232.0	242.6	250.7	264.3	267.9	271.1	272.9	273.0	273.0
Orders IV *to XIX*	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	328.3	348.4	355.8	359.0	356.6	334.3	354.7	359.4	359.7	360.2	357.2	359.2 p	355.5	355.1
	Materials[1]	342.0	364.3	371.6	372.0	368.5	348.9	370.6	374.9	373.3	373.3	369.4	371.4 p	367.3	366.8
Order III	*Materials and fuel purchased by the food, drink and tobacco manufacturing industries*	257.3	283.1	303.0	320.1	309.9	265.6	299.9	311.6	321.9	320.0	318.3	314.2	307.9	307.6
	Materials and fuels purchased by selected broad sectors of industry:														
211 to 229	*Food manufacturing industries*	258.2	288.7	309.4	322.9	308.2	268.9	305.6	320.2	327.6	322.0	319.1	314.2	305.0	305.4
	Materials	258.3	289.5	310.3	323.4	308.0	269.5	306.5	321.4	328.5	322.4	319.4	314.2	304.7	305.2
	Fuel[2]	254.0	268.0	283.7	309.1	312.2	255.1	282.2	287.7	303.9	310.9	312.4	313.3	311.9	311.4
211 to 229 (excluding MLH 219)	*Food manufacturing industries (excluding animal and poultry foods)*	254.3	284.9	307.1	321.2	308.2	265.1	302.8	319.4	326.1	319.7	317.7	313.8	305.0	305.8
Order V	*Chemicals and allied industries*	289.8	310.3	319.3	330.4	327.1	295.1	317.8	323.6	329.4	332.5	329.4	328.5	326.2	326.6
311 and 312	Steel industries	291.3	299.5	303.7	319.7	323.6	294.3	303.3	306.3	319.0	319.8	320.2	321.7	324.1	325.1
321 to 323	Non-ferrous metals industry	202.0	205.4	222.3	220.0	214.7	202.6	222.2	229.3	222.2	222.0	215.9	216.3	213.7	214.2
Order VII (excluding MLH 342)	*Mechanical engineering industries*	260.6	274.9	283.7	289.1	294.5	263.2	283.6	285.7	288.0	289.5	289.8	292.6	294.9	296.0
Order IX	Electrical engineering industries	231.4	238.1	249.2	252.3	251.3	232.7	249.3	253.3	253.1	253.1	250.8	251.4	250.5	252.1
Order X	*Shipbuilding and marine engineering industries*	253.0	266.2	275.9	281.7	285.4	255.6	276.0	278.2	280.4	282.0	282.6	284.8	285.4	286.1
Order XII	Metal goods industries	272.3	291.4	298.2	302.6	305.4	275.5	297.6	302.8	303.3	303.5	301.1	303.4	305.0	307.9
Order XIII	*Textile industries*	275.1	298.8	298.6	297.1	290.2	281.4	299.3	297.8	298.7	298.1	294.5	293.9	289.6	287.1
Order XV	Clothing and footwear industries	219.1	231.0	240.9	246.9	249.5	222.9	241.3	242.5	246.1	247.3	247.3	249.0	249.0	250.5
461, 464 *and 469*	Bricks, cement, etc, industries	271.1	282.4	298.3	313.8	321.7	273.9	297.3	303.5	308.9	314.2	318.4	320.2	321.9	323.0
462 and 463	Pottery and glass industries	259.6	274.6	289.4	306.3	316.1	262.9	288.6	293.7	301.6	306.0	311.2	314.7	315.8	317.8
Order XVII	Timber industries	285.9	307.0	319.9	327.4	331.0	291.3	319.7	322.3	325.8	327.5	328.9	330.3	330.8	331.8
481 to 484	*Paper industries*	286.0	304.7	312.5	317.6	316.3	292.1	312.1	314.6	316.7	317.9	318.3	318.4	315.8	314.8
Order XX	Construction materials	258.2	271.5	284.0	294.0	301.8	261.4	284.8	287.7	290.3	294.3	297.3	300.3	302.0	303.2
Part of Order XX	House building materials	261.6	276.3	288.6	299.8	308.9	265.2	289.6	292.6	295.5	300.3	303.7	306.7	309.3	310.6

[1] *Includes crude oil and coal for carbonising.* [2] *Includes petroleum products.* p *Provisional.*

Table 1a *Price index numbers of materials and fuel purchased by selected sectors of industry*

1970 = 100

1968 SIC		1976		1977		1976	1977								
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Sep	Feb	Mar	Apr	May	Jun	Jul	Aug p	Sep p
361	Electrical machinery industry	245.2	256.2	264.2	268.3	271.2	247.3	264.1	266.7	267.9	268.7	268.3	270.1	270.8	272.6
362	Insultated wires and cables industry	191.4	187.0	198.6	197.7	188.9	189.4	198.4	203.9	201.0	198.1	193.9	192.1	187.5	187.1
364	*Radio and electronic components industry*	237.1	248.4	259.5	266.7	270.8	240.2	259.4	263.2	265.7	267.1	267.3	269.4	270.3	272.6
368	Domestic appliances industry	234.4	246.3	255.0	260.2	264.6	237.1	254.4	257.2	259.1	260.6	260.8	263.1	264.1	266.5
369	Electrical goods industries n.e.s.	231.6	240.9	254.2	259.0	259.7	233.9	254.3	259.2	259.2	260.5	257.4	259.0	258.8	261.4
381	Motor vehicle industry	261.7	276.3	285.2	291.0	297.9	265.6	285.4	287.3	289.6	291.1	292.4	295.2	298.2	300.3
411	Man-made fibres industry	259.0	275.8	277.8	284.6	286.2	264.5	277.5	279.6	282.7	285.2	286.0	287.5	286.1	284.9
414	Woollen and worsted industry	302.2	338.4	333.3	315.9	309.1	313.8	336.2	323.2	318.4	315.4	313.9	312.5	309.5	305.3
422/1	Household textiles and handkerchiefs industry	243.3	257.5	269.3	277.5	275.9	248.9	268.6	274.0	276.2	278.3	278.0	277.6	275.2	275.0
450	Footwear industry	222.9	231.6	239.3	245.6	249.1	226.6	240.2	241.6	244.7	245.9	246.2	247.2	248.5	251.7
481	Paper and board making industry	299.3	318.4	318.1	325.1	321.5	304.7	318.0	321.5	324.2	325.4	325.6	324.6	320.7	319.2

p Provisional.

manufacturing industries fell slightly in September as in August. There were small price movements in most sectors, with lower prices for animal feeding-stuffs making the most significant contribution.

The change in the index for all manufactured products measured over a 12-month period fell again, from 20 per cent in August to 19 per cent in September.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell slightly in September to 339.1.

The fall of ¼ per cent in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries was the result of the continued stability in world commodity prices together with a further slight appreciation of sterling in September. This index fell by ¾ per cent during the past three months.

Further falls in cotton and mohair prices were mainly responsible for the ¾ per cent decrease in the index of materials and fuel purchased by the textile industry. The fall of ¼ per cent in the index for the paper industries was accounted for by a further fall in the price of imported woodpulp.

Price increases for steel sheets and tinplate were responsible for more than half of the 1 per cent increase in the index of materials and fuel purchased by the metal goods industry. Steel sheets were also one of the main contributors to the ¾ per cent increase in the electrical engineering industries index; higher prices for lead were offset by further lower prices for wrought copper.

There was an increase of ¼ per cent in the index for the non-ferrous metals industry with lower prices for brass and tin ingots partially offsetting higher prices for lead and copper wirebars.

Increased prices for packaging materials made the most significant contribution to the ¾ per cent increase in the index for the pottery and glass industries.

The index for materials purchased by the food manufacturing industries rose ¼ per cent in September. Price rises for home-produced materials (including packaging) more than offset lower prices for imported materials. There were higher prices for home-landed fish and bacon-factory pigs, and lower prices for tea and home-produced and imported cereals. During the past three months this index has fallen by 4¼ per cent.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry*, 13 May 1977.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be made if they are significant. These revisions will be notified when the series are next published.

6 A list of commodities produced in the United Kingdom supplementary to those shown in table 3a is published in table 4a in April, August and December. Similarly a list of commodities wholly or mainly imported into the United Kingdom supplementary to those shown in table 3b is published in table 4b.

Table 2 Price index numbers of output (home sales) 1970=100

1968 SIC		1976		1977			1976	1977							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Sep	Feb	Mar	Apr	May	Jun	Jul	Aug p	Sep p
Orders III to XIX	Output of manufactured products	223.2	233.9	248.0	259.2	267.7	226.3	248.2	250.8	255.4	259.8	262.4	265.8	268.0	269.2
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	230.8	241.2	254.5	264.4	272.9	233.6	254.9	257.6	261.1	265.2	267.0	270.2	273.3	275.2
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	233.8	252.2	267.3	282.9	294.7	240.7	267.1	270.9	276.4	283.5	288.9	295.1	294.7	294.2
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	230.2	247.3	262.5	279.1	293.7	237.2	262.2	266.1	272.0	279.9	285.5	292.9	293.9	294.2
Order V	Chemicals and allied industries	221.0	228.8	239.7	248.5	256.9	223.4	239.5	241.7	246.0	248.5	251.0	255.7	257.1	258.0
Order VI	Metal manufacturing	259.1	271.8	283.8	286.4	291.5	261.3	283.8	287.2	286.9	286.7	285.7	288.7	291.5	294.2
311 and 312	Steel industries	281.8	300.2	311.0	313.1	321.2	283.8	310.8	312.7	313.1	313.0	313.3	316.7	321.3	325.7
Orders VII to XII	Engineering and allied industries	226.6	236.3	248.1	258.3	267.8	229.4	248.4	251.7	254.6	259.4	260.9	264.1	268.5	270.7
Order VII (excluding MLH 342)	Mechanical engineering	235.4	244.5	255.7	264.3	273.2	238.0	255.5	259.0	262.2	264.4	266.4	270.2	273.2	276.3
Order VIII	Instrument engineering	196.7	203.7	211.6	217.3	223.5	199.4	211.7	213.1	215.6	218.1	218.3	221.5	223.7	225.2
Order IX	Electrical engineering	205.8	214.1	223.1	232.6	238.2	208.3	222.7	226.4	230.2	233.3	234.2	236.3	238.0	240.2
Order XI (excluding MLH 383)	Vehicles	247.6	260.0	277.1	293.5	308.5	251.7	279.9	282.6	285.1	297.0	298.3	300.8	311.6	313.2
Order XII	Metal goods industries n.e.s.	238.3	253.6	263.5	272.1	278.7	241.2	263.6	265.8	270.8	271.9	273.6	276.7	278.4	280.9
Order XIII	Textile industries	209.6	219.9	234.9	241.6	244.7	212.2	235.2	237.1	240.3	241.8	242.7	244.1	244.6	245.4
Order XV	Clothing and footwear	186.4	193.7	202.4	206.6	212.3	189.0	202.3	203.4	204.8	206.6	208.4	211.2	212.5	213.2
441 to 445 and 449	Made-up clothing	180.2	188.5	195.5	198.4	203.1	183.0	195.5	196.0	197.1	198.1	200.1	202.1	203.4	203.9
461, 464 and 469	Bricks, cement, etc, industries	254.3	265.6	279.8	294.7	309.6	257.2	280.6	285.5	288.3	293.8	301.9	307.0	309.8	311.9
462 and 463	Pottery and glass industries	230.2	241.5	251.4	266.2	272.7	232.6	251.2	255.9	263.3	267.0	268.4	268.8	270.5	278.9
Order XVII	Timber industries	235.7	248.5	266.6	275.7	280.9	239.3	266.9	271.1	273.3	275.8	278.1	279.2	280.7	282.7
481 to 484	Paper industries	254.6	266.0	278.5	284.4	290.1	260.9	278.5	279.4	281.9	285.2	286.2	288.1	289.5	292.7
Order XX	New construction[3]	264	281	290	298 p		264	290		298 p					

[3] Index of building costs relate to average for the quarter (*Department of Environment*). p Provisional.

Table 3a Commodities produced in the United Kingdom (published monthly)

1970 = 100

1968 SIC		1976	1977			
		Sep	Jun	Jul	Aug p	Sep p
Mining and quarrying						
101	Coal	350.4	402.5	402.5	402.6	402.6
102	Stone and slate quarrying and mining	272.5	316.2	317.4	319.5	319.9
102/1	Granite and limestone roadstone	257.8	295.6	299.0	299.9	300.3
	Coated limestone roadstone	322.4	377.4	378.1	378.1	378.1
	Granite and other chippings	239.4	264.7	265.9	272.1	272.4
103	Chalk, clay, sand and gravel extraction					
	Sand and gravel – ex pit or works	245.7	310.6	310.6	313.4	315.7
	Sand and gravel – delivered	198.7	248.0	249.0	249.0	250.2
Food, drink and tobacco						
240	Tobacco	168.9	213.8	214.3	214.3	214.3
Coal and petroleum products						
261	Coke ovens and manufactured fuel					
	Foundry coke	404.2	468.7	468.7	468.7	468.7
262	Mineral oil refining					
	Petroleum products	398.6	497.6	497.6	497.6	497.6
	Motor spirit two star (including duty)ø	209.5	243.3	243.3	231.1	226.8
	Medium fuel oil (950-secs including duty)ø	374.6	505.4	505.4	505.4	505.4
	Derv fuel (including duty)ø	196.9	240.6	240.6	240.6	240.6
263	Lubricating oils and greases	259.0	295.5	295.9	294.5	294.5
Chemicals and allied industries						
271	General chemicals	255.6	287.8	290.3	290.7	291.5
271/1	Inorganic chemicals (including inorganic gases)	243.4	278.2	282.5	283.1	284.1
271/2	Organic chemicals (including organic gases)	286.5	310.6	311.3	311.3	311.8
272	Pharmaceutical chemicals and preparations					
	Pharmaceuticals chemicals	220.2 r	260.7	261.2	261.3	262.4
	Pharmaceutical preparations	200.1	220.4	224.3	224.6	226.2
273	Toilet preparations	193.5	221.5	228.0	230.4	230.9
274	Paint	226.1	260.2	271.6	271.9	272.0
276	Synthetic resins and plastics materials and synthetic rubber					
276/1	Synthetic resins and plastics materials	220.0	244.5	245.6	245.7	246.2
	Polyolefin moulding materials	240.1	248.1	247.8	248.0	248.7
	Polyvinyl chlorides	247.0	283.0	283.0	283.0	283.5
279	Other chemical industries					
279/3	Explosives, fireworks, etc	248.7	279.1	284.0	291.6	292.1
Metal manufacture						
311/2	Steel					
	Steel sheets	263.8	286.5	286.5	286.5	302.0
	Electrical steel sheets	269.8	297.0	297.0	297.0	297.0
	Stainless steel sheets	190.6	235.4	235.5	235.5	235.5
	Uncoated steel sheets (other than stainless and electrical)	276.0	295.5	295.5	295.5	316.4
	Galvanised steel sheets	270.7	290.2	290.2	290.2	298.4
	Tinplate	271.9	308.6	308.6	324.4	335.8
	Semi-finished steels	317.4	349.1	356.5	359.5	259.5
	Semi-finished steels for forgings (other than drop forgings)	329.9	364.0	377.7	382.6	382.6
	Semi-finished steels for alloy and stainless products (except sheets and tubes)	275.8	303.8	312.7	316.4	316.4
	Semi-finished steels for drop-forgings and stampings	319.5	353.0	367.8	373.8	373.8
	Semi-finished steels for tubes	326.9	360.1	365.2	367.2	367.2
	Semi-finished steel for forgings (other than drop forgings) (using Public Sector indicators)	334.4	361.2	374.1	379.4	379.4
	Finished steels (other than sheets, tinplate, tubes, forgings and castings)	286.6	314.1	318.2	321.0	322.1
	Steel wire rods	285.3	319.9	320.5	320.7	320.7
	Heavy steel rails and fishplates	315.5	347.7	367.4	375.4	375.4
	Steel plates (alloy)	276.4	334.2	334.2	334.2	341.1
	Steel plates (non-alloy)	284.6	303.8	304.0	304.0	304.0
	Steel sheet piling	309.9	341.2	352.9	357.7	357.7
	Heavy steel bars and sections	298.5	333.4	347.8	353.7	353.7
	Light re-rolled bars and sections	297.9	326.0	326.0	326.1	329.2
	Hot rolled steel strip	319.6	357.1	357.3	357.3	357.3
	Bright steel bars (non-alloy)	288.7	315.7	322.5	336.7	337.2
	Cold rolled steel strip (non-alloy)	286.2 r	313.1	313.1	313.1	318.3
	Alloy steel bars and rods, black (excluding stainless)	258.6	279.2	293.3	299.1	299.1
	Finished stainless steels	222.2	256.2	256.2	256.2	256.2
	High speed tool and magnet steel	244.4	297.5	297.5	297.5	297.5
	Steel castings	252.7	292.1	292.9	296.8	296.8
	Carbon steel castings	247.8	297.9	299.1	299.5	299.5
	Stainless and heat resisting alloy steel castings	225.4	252.5	252.6	258.0	258.0
	Other alloy steel castings	287.9	315.6	316.3	326.3	326.3
	Structural steel	295.7	322.1	327.7	329.9	329.9
	Forgings (other than drop forgings)	359.8	393.4	393.7	408.4	409.2
312	Steel tubes					
	Steel tubes and fittings	313.3 r	337.9	346.3	357.2	357.9
	Steel tubes (other than electric conduit tubes)	315.9 r	340.8	349.6	361.1	361.6
	Non-alloy steel tubes, hot finished	336.0 r	363.1	375.4	388.5	388.5
	Pipe fittings	271.7	286.8	291.8	297.7	301.5
313	Iron castings, etc	294.6	319.2	327.4	332.6	334.2
313/3 and 313/4	Iron castings	283.9	312.2	317.5	321.7	323.6
313/4	Other iron castings					
	Cast and spun iron pipes and fittings	308.4	331.3	336.4	336.6	336.6
321	Aluminium and aluminium alloys					
	Wrought alumimium	236.2 r	277.6	285.2	290.8	290.7
	Aluminium: Rolled	222.9 r	282.2	289.9	297.0	297.0
	Extruded and drawn aluminium products – other than wire	244.5	279.0	287.3	298.5	298.5
	Aluminium: Castings	246.7	283.6	283.6	283.3	283.2
	Aluminium: Forgings	224.1	242.6	254.6	269.3	269.3
322	Copper, brass and other copper alloys					
	Copper tubes	165.6	164.0	163.0	160.0	154.4
	Brass ingots	165.9	166.5	163.1	155.1	148.0
Mechanical engineering						
331	Agricultural machinery	250.8	285.2 p	290.2 p	297.5	307.8
	Soil preparation and cultivating machinery	248.0	283.2	297.9	299.0	300.1 e
	Harvesting, threshing, feed-processing machinery, etc	261.6	293.4 p	296.0 p	307.8	322.9 e
	Pick-up balers	274.8	290.9	291.2	292.6	345.7 e
	Grinding mills and meal mixers	239.2	279.8	282.2	282.2	285.8 e
	Milking machines	233.2	272.7	273.5	278.0	291.4 e
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors, etc)	230.9	273.1	275.7	275.7	277.0 e
332	Metal-working machine tools	259.4	290.0	299.3	301.2	305.3 e
332/1	Metal-cutting machine tools	261.6	291.2	304.7	307.0	310.5 e
332/2	Metal-forming machine tools	255.8	285.4	288.4	289.6	300.1 e
333	Pumps, valves, compressors, fluid power equipment	231.6	256.2	258.1 p	261.2	265.3
333/1	Pumps	218.5	245.5 c	247.0	248.3	255.2
	Kerbside petrol and oil measuring pumps	207.6	225.8	226.2	226.2	242.3 e
	Industrial pumps	219.1	246.7 c	248.3	249.7	256.0 e
	Centrifugal, turbine and axial flow pumps	223.5	254.4	256.8	258.5	263.4 e
333/2	Industrial valves	258.3	276.0	279.6 p	280.6	283.0 e
	Iron valves	262.5	286.1	288.3 p	291.2	293.2 e
	Steel valves	268.7	280.6	283.6	283.8	286.3 e
	Non-ferrous valves	241.1	260.9	266.3	266.7	269.5 e
333/3	Air and gas compressors	233.7	276.3	277.2	287.8	294.2 e
333/4	Fluid power equipment					
	Oil/hydraulic fluid power equipment	215.0	240.0	241.0	243.9	246.8 e
	Pneumatic fluid power and control equipment	191.9	208.8	208.8	214.2	216.3 e
334	Stationary internal combustion engines and steam turbines	232.5	273.6	273.6	279.7	281.1
336	Construction and earth-moving equipment	246.3	282.0	284.6	289.3	291.6
	Contractors' plant and parts	245.5	281.8	284.4	289.5	291.1 e
	Excavators, trenchers, diggers, etc	272.7	313.9	318.0	319.8	322.4 e
	Concrete mixers	238.2	264.0	264.0	272.5	277.4 e
	Dumpers	237.6	265.6	265.6	282.7	284.8 e
	Crawler tractors	219.3	252.7	256.6	261.3	261.3 e
	Crushing and screening plant and parts	249.1	275.7	277.2	277.2	288.1 e
337	Mechanical handling equipment	229.3	258.3	261.7	266.5	268.4
337/2	Cranes	229.7	254.2	257.3	260.0	260.9
337/4	Lifting and winding devices	232.4	266.8	270.4	271.1	271.7
337/5	Powered industrial trucks and tractors	241.1	280.2	281.6	287.8	292.9
339/1	Mining machinery	210.8	230.0 p	230.3 p	230.9	235.6 e
339/3	Commercial and industrial refrigeration machinery	228.4	273.1	277.0 p	277.8	278.4
339/5	Scales and weighing machinery	253.4	273.4	275.0	281.5	284.6 e
339/6	Portable power tools	218.8	235.6	241.1	243.6	245.5 e
339/7	Food and drink processing machinery	228.4	262.4	267.3	270.6	271.9
339/8	Bottle washing, bottling, packaging, labelling and canning machinery	223.1	256.2	260.1	260.4	262.7
339/9	Miscellaneous machinery	229.2	265.3	267.9 p	270.4	273.5
Instrument engineering						
352	Clocks, watches and time recorders	217.5	240.3	241.3	241.3	246.3
354	Scientific and industrial instruments and systems	199.2	218.2	221.5 p	223.3	224.7 e
354/1	Optical instruments					
	Microscopes	193.9	216.2	216.2	216.2	216.2 e

Table 3a Commodities produced in the United Kingdom continued

1968 SIC		1976 Sep	1977 Jun	1977 Jul	1977 Aug p	1977 Sep p
354/2	Other scientific and industrial instruments					
	Process measuring and control instruments	206.6	226.0	229.0 p	229.5	231.1 e
	Analytical instruments	186.6	200.7	210.2	210.6	211.6 e
	Spectrophotometers and absorptiometers	156.0	167.2	173.6	173.6	174.7 e
	Electrical testing, measuring and control instruments	190.9	210.8	212.5	216.4	216.4 e
Electrical engineering						
365	Broadcast receiving and sound reproduction equipment	148.5	166.7	167.2	169.7	170.6 e
365/1	Gramophone records and pre-recorded tapes	189.3	197.0	197.5	213.4	213.4 e
	Gramophone records	194.6	203.5	204.1	220.1	220.1 e
	Pre-recorded tapes – cassettes	195.0	199.7	199.7	216.2	216.2 e
	Pre-recorded tapes – cartridges	168.0	170.1	170.1	187.5	187.5 e
365/2	Other broadcast receiving and sound reproduction equipment	144.0	163.3	163.9	164.9	165.9 e
	Domestic television receivers†	145.9	166.3	166.3	167.7	168.9 e
	Domestic television receivers – colour†	133.7	149.1	149.3	152.5	153.5 e
	Domestic television receivers – monochrome†	149.3	171.2	171.2	172.0	173.3 e
	Record players and tape recorders	141.4	155.0	155.3	155.8	156.8 e
368	Domestic electrical appliances	184.3	216.6	223.0	224.6	226.3
	Domestic electrical cooking appliances	186.9	226.3	231.1	231.9	232.3 e
	Electric cookers	183.8	227.8	232.5	233.0	233.0 e
	Domestic electrical heating appliances	203.1	229.8	233.2	235.4	242.2 e
	Electric fires	199.6	237.4	237.4	240.6	251.4 e
	Electric water heaters, wash boilers, etc	248.6	278.3	280.8	288.0	288.6 e
	Electric vacuum cleaners and polishers	194.8	227.3	240.1	242.3	242.3 e
	Domestic electric flat irons	206.8	247.0	259.7	260.5	260.5 e
	Domestic refrigerators, gas and electric	174.7	209.4	212.3	216.2	217.3 e
	Domestic electric refrigerators	177.9	221.9	226.1	226.1	227.0 e
369/2 and 369/3	Batteries and accumulators	238.2	276.4	276.4	276.4	278.5 e
369/4	Electric lamps and fluorescent tubes	193.4	240.6	240.6	242.6	244.0 e
Vehicles						
380	Wheeled tractors	305.2	366.4	369.4	381.7	381.7
381	Motor vehicles					
	Passenger cars	243.6	291.8	293.5	306.3	307.3 e
	Passenger cars‡	222.1	266.0	267.6	279.2	280.2 e
	Commercial and public service vehicles	265.9	318.5	321.1	335.6	337.4 e
	Commercial vehicles	268.2	322.0	324.2	339.5	341.5 e
	Commercial vehicles and chassis not exceeding 3.5 tons Gross Vehicle Weight	266.7	322.5	324.7	341.7	343.5 e
	Commercial vehicles and chassis exceeding 3.5 tons but not exceeding 16 tons Gross Vehicle Weight	278.3	329.1	331.4	343.4	346.5 e
	Commercial vehicles and chassis exceeding 16 tons Gross Vehicle Weight	247.5	291.7	294.3	303.7	303.7 e
	Commercial vehicles not exceeding 1½ tons Gross Vehicle Weight	268.2	325.5	327.5	345.9	347.5 e
	Commercial vehicles and chassis over 1½ tons Gross Vehicle Weight	265.3	315.2	317.3	330.3	331.3 e
	Public service vehicles	264.0	308.1	315.0	321.4	321.6 e
Metal goods not elsewhere specified						
390	Engineers' small tools and gauges					
	Engineers' cutting tools	203.7	245.4	248.1	256.5	263.7
	Engineers' cutting tools: diamond	171.2	201.8	201.8	204.9	204.9
	Engineers' cutting tools and parts: non-diamond	205.3	246.5	249.3	257.8	263.2
	Hacksaw blades	218.6	269.8	274.5	285.4	291.9
391	Hand tools and implements	261.8	300.7	306.8	311.4	315.7
392	Cutlery and tableware, etc.	231.1	261.5	261.8	262.0	263.5
393	Nuts and bolts, etc.	283.4	332.1	339.1	347.3	349.7
	High tensile steel nuts and bolts	301.5	353.0	353.6	353.6	355.9
399	Metal industries not elsewhere specified					
399/1	Metal furniture, office and works equipment	212.8	237.7	242.8	244.1	245.8
	Metal non-domestic furniture	223.1	247.0	252.6	254.1	256.5
	Metal chairs	192.7	213.3	215.7	215.9	215.9
	Metal cabinets	214.0	241.3	245.4	249.8	249.8
399/2	Metal windows and door frames					
	Metal windows	367.0	412.1	414.6	415.3	422.8
399/9	Domestic gas appliances	190.7	218.2	224.6	228.9	230.6
	Gas cookers	190.6	219.8	222.8	225.9	228.8
	Gas water heaters and wash boilers	206.2	238.8	247.5	253.4	253.4
	Gas fires and space heaters	184.5	206.6	218.8	224.7	224.7
	Gas water heaters and gas fires	190.5	215.4	226.7	232.6	232.6
399/12	Miscellaneous metal goods					
	Catering equipment	212.8	242.0	243.1	245.0	254.5
	Plumbers' brassware	200.0	215.6	219.9	221.9	223.7
	Domestic oil burning appliances	235.8	274.3	274.3	274.3	274.7
Textiles						
411	Man-made fibres production	178.4	196.9	196.3	195.7	195.9
412	Spinning and doubling on the cotton and flax systems	237.2	244.1	240.1	235.6	232.9
	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	271.3	276.9	271.0	264.7	260.9
413	Weaving of cotton, linen and man-made fibres	230.3	258.6	259.4	258.9	259.4
	Woven cotton cloth in the loomstate	242.8	274.1	271.9	268.0	268.4
	Man-made fibres fabrics in the loomstate	215.8	237.9	240.3	242.5	243.1
414	Woollen and worsted	250.0	287.8	287.9	288.6	289.6
414/2	Worsted spinning	240.5	274.8	275.5	276.0	275.6
	Yarns of wool spun on the worsted system	254.5	294.8	295.5	295.9	295.4
	Yarns of man-made fibres spun on the worsted system	193.8	212.3	212.7	213.9	213.9
417	Hosiery and other knitted goods	173.4	198.3	200.4	201.0	201.6
419	Carpets and rugs	218.4	250.4	250.9	251.9	254.9
	Carpets	218.2	250.1	250.6	251.1	254.3 e
	Carpets – woven	239.4	278.1	278.3	278.6	282.2 e
	Tufted carpets	176.1	194.7	195.8	196.9	199.1
429	Other textile industries					
429/1	Asbestos manufactures	206.3	245.0	247.9	251.1	251.6
Leather, leather goods and fur						
431/1	Leather for footwear	210.8	218.2	218.2	218.2	221.1
Clothing and footwear						
450	Footwear – including rubber footwear	203.9	229.6	235.0	236.2	237.4
Bricks, pottery, glass, cement, etc						
461	Bricks, fireclay and refractory goods	259.8	313.2	316.1	319.4	323.8
461/1	Refractory goods including bricks	267.4	324.2	328.5	328.8	336.6
461/2	Non-refractory goods including building bricks	256.3	308.0	310.3	314.9	317.8
	Building bricks – delivered	268.0	312.0	311.7	324.8	327.0
	Engineering bricks – delivered	286.6	325.9	335.8	339.3	339.3
463	Glass	235.2	274.4	274.9	276.5	284.5
463/1	Glass other than containers	232.7	268.2	269.0	271.5	279.0
	Flat glass (including safety and silvered glass)	223.1	261.9	261.9	262.1	275.3
	Glazing sheet and plate glass	199.4	246.1	246.1	246.1	262.9
463/2	Glass containers	238.8	283.6	283.8	283.9	292.6
464	Cement	256.2	305.6	314.6	314.6	314.6
	Cement – delivered in bulk	256.1	305.5	314.6	314.6	314.6
	Cement – delivered in bags	256.2	305.6	314.6	314.6	314.6
469/2	Building materials not elsewhere specified	259.2 r	299.9	305.9	308.4	309.6
	Precast concrete products	247.8	280.6	287.9	291.4	292.9
	Precast concrete pipes – delivered	290.4	334.8	339.0	347.4	347.7
	Precast concrete manholes – delivered	226.0	259.9	263.9	271.6	272.3
	Plaster gypsum	228.1	265.0	265.0	276.6	276.6
	Mastic asphalt	236.6	283.3	294.9	301.9	301.9
Timber, furniture, etc						
471/1	Timber sawmilling					
	Homegrown hardwood – sawn	250.2	289.3	291.0	304.9	307.5
471/2	Building joinery	279.1	323.7	326.8	326.8	329.5
	Timber structures and structural components	278.7	321.3	322.1	322.1	322.1
	Door sets, doors and door frames (excluding hardwood doors architecturally designed)	281.6	331.4	332.6	332.6	344.1
	Windows and window frames (wood)	312.8	356.1	359.8	360.0	360.4
	Other building joinery (ie architectural and general joinery)	282.9	333.3	344.1	344.1	344.1
472	Furniture and upholstery	215.8	249.6	250.8	252.4	253.3
	Domestic furniture	212.2	245.8	247.2	248.9	249.9
	Non-upholstered furniture – domestic	220.4	259.2	261.1	262.2	263.6
	Bedroom furniture	194.4	219.1	222.5	224.8	227.8 e
	Bookcases, bookshelves, bureaux, occasional furniture	213.0	252.0	252.5	252.5	252.5 e
	Dining room furniture	221.9	257.3	258.5	261.3	264.0
	Kitchen furniture	241.2	293.3	294.7	294.8	294.9
	Upholstered furniture	198.9	224.1	224.5	227.3	227.6
	Two and three-piece suites	189.2	210.8	211.6	214.3	214.5
	Fireside chairs – open wood arm easy chairs	223.7	258.9	258.9	258.9	258.9
473	Bedding, etc	235.1	279.7	280.0	282.6	284.5
	Upholstered spring interior mattresses	241.0	287.5	287.5	287.9	289.2 e
	Divan sets	256.2	300.9	301.7	301.7	305.2 e

Table 3a continued

1968 SIC		1976 Sep	1977 Jun	Jul	Aug p	Sep p
Paper, printing and publishing						
481	Paper and board	261.6	289.6	290.0	290.1	290.2
	Printings and writings – excluding newsprint	258.5	285.8	285.8	285.8	285.8
482	Packaging products of paper, board and associated materials					
482/1	Cardboard boxes, cartons and packing cases – fibreboard	263.4	283.9	285.2	285.6	292.2
483	Manufactured stationery	259.6	293.6	301.0	304.4	304.4
484	Manufactures of paper and board not elsewhere specified					
484/1	Wallpaper	225.8	244.3	250.4	251.1	252.2
489	Other printing, publishing, bookbinding, etc					
	General printing, bookbinding, etc	216.7	234.6	235.9	239.2	239.2

1968 SIC		1976 Sep	1977 Jun	Jul	Aug p	Sep p
Other manufacturing industries						
491	Rubber manufactures					
491/1	Rubber tyres and tubes	206.6	243.8	253.3	257.9	258.1
492	Linoleum, plastics, floor covering and leathercloth					
	Linoleum and felt base	213.6	226.3	233.1	254.2	254.2
102/1 and 103 312	Part Aggregates for concrete	218.7	252.5	252.5	252.5	253.7
361/2 362 369/5 338	Part Electrical installation materials, domestic	216.2	243.6	248.4	249.3	251.2 e
399/1 399/3 472	Part Office equipment and machinery	195.4	220.2	223.0	224.0	227.1
399/1 472	Part Office furniture	239.1	271.5	275.2	276.2	277.6
412 414	Part All spun man-made fibres yarns	205.7	230.8	231.3	231.0	231.1

Addendum to table 3a. Confirmation of figures previously published as provisional

1968 SIC		1977 Apr	May
333	Pumps, valves, compressors, fluid power equipment	—	254.5
333/2	Industrial valves	272.7	275.4
	Iron valves	280.7	285.5
	Steel valves	278.8	280.4
	Non-ferrous valves	257.6	259.9
336	Construction and earth-moving equipment	—	281.6
	Contractors' plant and parts	—	281.4
	Crawler tractors	—	252.7
339/9	Miscellaneous machinery	257.1	258.3
368	Domestic electrical appliances	214.2	216.2

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1000 gallons) exclusive of rebates.
p Provisional.
e Estimates which are subject to possible major revisions.
† Excludes sales to rental companies.
‡ Inclusive of purchase tax (before its abolition), VAT and car tax.
r Revised.
c Correction.

Corrections to table 3a

1968 SIC		1977 May
333/1	Pumps	244.8
	Industrial pumps	246.1

Table 3b Commodities wholly or mainly imported into the United Kingdom (published monthly)

1970 = 100

	1976 Sep	1977 Jun	Jul	Aug p	Sep p
Hides and skins	357.3	324.2	329.7	333.4	321.3
Non-ferrous metals:					
Aluminium, virgin ingot delivered	224.7	248.8	265.7	265.7	265.7
Copper[1]	143.2	129.3	122.8	112.8	116.2
Lead[1]	219.1	260.1	266.4	249.5	263.6
Tin, ingot min. 99.75%[1]	300.3	366.1	394.1	423.0	417.2
Zinc[1]	334.3	255.7	254.7	242.6	240.9
Zinc[2]	358.8	318.3	317.6	314.5	313.9
Natural rubber	269.8	257.1	257.7	276.3	297.3
Sulphur, crude cif (for acid making)	288.1	297.2	275.1	275.1	275.1
Textiles:					
Raw cotton, all types	404.3	345.3	326.6	301.8	287.4
American types, cif Liverpool	402.1	347.7	327.5	299.5	285.2
Egyptian types, cif Liverpool	415.4	333.0	322.1	312.9	298.1

	1976 Sep	1977 Jun	Jul	Aug p	Sep p
Raw wool – all types	330.8	333.1	331.2	322.2	322.1
Imported	332.3	330.5	331.0	322.5	323.0
Imported, merino	299.0	308.0	309.9	296.9	297.2
Imported, fine crossbred	334.7	325.7	327.9	320.5	321.1
Imported, medium and coarse crossbred	429.5	412.0	408.2	406.9	407.7
British types	322.4	347.5	332.4	320.7	317.2
Timber:					
Imported hardwood (ex-yard or wharf)	315.6	362.6	361.9	361.4	366.8
Imported plywood (delivered to consumers)	295.0	331.7	332.1	332.6	332.7 e
Imported softwood (delivered to consumers)	345.5	389.1	389.7	389.3	388.8 e
Woodpulp, imported	345.8	348.3	344.6	337.9	332.9

[1] LME settlement price. [2] Producer's price. p Provisional. e Estimates which are subject to possible major revision.

Table 5 United Nations index numbers of world export prices[1]

1970 = 100

		Primary commodities: Total $	£	Purchasers' currencies	Primary commodities: Agricultural non-food $	£	Purchasers' currencies	Non-ferrous metals $	£	Purchasers' currencies	Primary commodities and non-ferrous metals[2] $	£	Purchasers' currencies
1974	1st qtr	303	318	274	232	244	209	160	168	144	284	298	256
	2nd qtr	304	304	263	229	229	198	183	183	159	288	287	249
	3rd qtr	309	315	274	221	225	196	142	145	126	287	292	254
	4th qtr	320	330	284	212	213	186	126	130	111	294	303	258
1975	1st qtr	312	313	261	201	202	168	124	124	101	287	287	240
	2nd qtr	299	309	250	198	204	166	121	125	101	275	284	230
	3rd qtr	295	333	261	196	220	173	118	133	105	271	306	240
	4th qtr	301	354	271	191	224	172	116	136	104	276	324	249
1976	1st qtr	306	368	279	202	243	184	120	144	109	281	338	256
	2nd qtr	310	412	289	212	282	198	135	179	126	286	381	267
	3rd qtr	314	427	291	227	308	211	140	190	130	291	395	270
	4th qtr	316	459	290	232	337	213	131	190	120	291	423	267
1977	1st qtr	340	476	310	241	338	220	141	197	129	313	439	286
	2nd qtr[3]	348	486	314	250	349	225	143	200	129	320	447	289
	3rd qtr[4]	335	464	299	224	310	200	134	186	120	308	427	275

[1] Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. [2] This combined index is not published as such by the UN. [3] Provisional. [4] Projections by Department of Industry.

Engineering sales and orders up to July

SIC orders VII, VIII and IX

Provisional trend estimates and seasonally adjusted volume indices of engineering sales and orders up to July show that demand from the home market continued to be weak, as reflected in a reduced inflow of new orders. Although there was a slight improvement on the export front, it was insufficient to outweigh this decrease, and the trends of total orders and sales also declined marginally.

New orders received by the combined engineering industries from domestic purchasers gained some ground last year but have since fallen back again, the trend showing a decrease of 8 per cent between April and July. Home sales fell by 3 per cent over the same period to a new low level. Owing to the lags between the receipt of new orders and eventual delivery of the completed products, a sustained recovery in home engineering sales cannot be expected until after new orders have picked up and orders-on-hand have begun to recover from their present low level. In recent months the trend of home orders-on-hand has continued its long decline, falling by a further 1½ per cent during the three months to the end of July.

The inflow of export orders has been rather variable in the last few months. The strong increase during the first three quarters of 1976 faltered and was followed by some decline in the early months of this year, but recovery appears to have resumed again, with an increase of 1½ per cent in the trend between April and July. Export sales rose by 4 per cent as the new orders received during 1976 reached completion and delivery. The recent inflow of new export orders has remained just above the level of sales, so that export order books, which began to improve around the middle of last year, lengthened by a further 1 per cent.

These improvements in the export sector have partially offset the weaker trends in the home series, hence the overall position for total new orders, sales and orders-on-hand has been a slight fall in new orders and little change in total sales and order books. Last year's recovery in total new orders lost momentum this year and the trend fell 5 per cent during the three months to July. Total sales however have shown little movement over the past 18 months, and total orders-on-hand have remained practically unchanged at a relatively low level since the middle of 1976.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to July 1977. The response rate of 80 per cent to the inquiry for July 1977 is judged sufficient to justify publication of provisional indices for this month. Taking

Index numbers for the combined engineering industries (SIC orders VII, VIII and IX)[1]

Volume index numbers: Orders-on-hand, December 1970 unadjusted = 100
Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1975									
July	110	91	107	105	86	104	122	103	115
August	108	90	106	102	85	103	120	101	114
September	106	88	105	99	84	102	118	99	113
October	103	87	104	96	83	101	116	96	112
November	101	87	103	94	83	100	114	95	112
December	99	87	103	92	84	99	112	94	112
1976									
January	97	88	103	90	86	98	110	94	114
February	95	90	103	89	88	98	108	96	116
March	93	93	104	87	89	99	106	101	117
April	92	95	105	86	90	100	105	106	118
May	91	97	105	84	90	100	104	113	119
June	90	100	105	83	91	100	105	121	118
July	90	103	105	82	93	100	106	128	118
August	90	106	105	81	94	100	108	133	117
September	90	107	105	81	95	100	110	137	117
October	91	108	106	80	96	101	113	137	118
November	91	108	106	79	98	101	114	135	118
December	91	108	106	79	99	101	116	131	118
1977									
January	91	107	105	78	99	100	117	127	118
February	91	107	105	78	100	100	117	124	118
March	90	105	105	77	99	99	117	122	118
April	90	104	104	77	97	98	118	122	120
May	90	102	104	76	94	97	118	123	121
June	90	101	104	76	91	96	118	124	123
July	90	99	104	76	89	95	118	124	124
Percentage change[2] April-July 1977	−0.5	−5.0	−0.5	−1.5	−8.0	−3.0	+1.0	+1.5	+4.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	131	131	102
1974	128	109	111	123	105	111	139	118	113
1975	99	90	108	91	87	105	113	98	115
1976	91	100	105	78	92	100	117	119	117
1975									
1st quarter	119	89	112	114	89	110	128	89	118
2nd	113	95	109	108	92	106	124	102	115
3rd	106	90	107	100	86	103	118	101	114
4th	99	85	103	91	80	100	113	98	112
1976									
1st quarter	94	92	103	88	90	98	106	96	116
2nd	90	95	106	83	90	101	103	107	119
3rd	90	107	106	81	96	101	109	133	118
4th	91	106	105	78	92	99	117	141	118
1977									
1st quarter	91	109	106	77	104	101	117	120	117
2nd	90	101	103	76	92	95	118	125	121
1975									
July	109	84	109	104	77	105	121	99	120
August	108	93	102	102	84	99	121	115	110
September	106	94	109	100	96	107	118	88	113
October	103	84	107	96	79	104	116	96	112
November	101	85	103	94	83	98	113	89	114
December	99	87	100	91	77	96	113	110	110
1976									
January	96	84	102	89	84	98	109	82	114
February	95	95	101	89	94	96	108	97	113
March	94	97	106	88	92	100	106	109	120
April	92	92	108	86	89	103	105	100	120
May	90	94	107	84	89	102	103	104	120
June	90	99	102	83	91	97	103	118	116
July	90	105	104	82	84	97	108	157	120
August	90	103	104	81	95	100	109	122	114
September	90	112	109	81	109	105	109	119	119
October	91	107	105	80	91	100	112	146	117
November	92	113	106	80	98	99	116	149	120
December	91	98	105	78	87	99	117	126	117
1977									
January	90	110	105	77	101	100	117	129	118
February	91	111	106	78	112	101	116	107	116
March	91	106	106	77	97	101	117	125	119
April	90	102	103	77	95	96	117	118	120
May	91	105	102	77	91	95	119	141	121
June	90	97	103	76	90	95	118	115	122
July	89	100	105	75	91	96	118	122	127
Feb-Apr 77 (av.)	90	106	105	77	102	100	117	117	118
May-July 1977 (av.)	89	101	104	75	90	95	118	126	123
Percentage change[2]	−1.0	−5.0	−1.5	−2.5	−11.0	−4.5	+1.0	+8.0	+4.5

[1] All figures are provisional. [2] For orders-on-hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

into account late returns now received for April, May and June 1977, response rates for these months were 92, 92 and 89 per cent respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £3.06 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC orders VII, VIII and IX respectively).

Inquiries: Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770.

Retail sales: provisional estimate for September

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in September is 106½ (1971 = 100), marginally less than in August. The estimate suggests that trade in recent months has remained higher than in the period March to June.

In the third quarter the volume of retail sales was about 3 per cent higher than in the previous quarter. However, the average level of trade during the first nine months of 1977 was still about 3 per cent below the annual average for 1976.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in September was 14 per cent higher than in September 1976. In the first nine months of 1977, the average value of sales was 14 per cent higher than in the corresponding period of 1976.

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays (including the extra Jubilee bank holiday) and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The final figures for September will be published in a press notice on Monday, 7 November 1977.

Inquiries: 01-215 3705

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1976		**1976**	
1st qtr	107.3	1st qtr	+15
2nd	107.6	2nd	+12
3rd	108.9	3rd	+15
4th	108.5	4th	+16
1977		**1977**	
1st qtr	105.0	1st qtr	+14
2nd	103.9	2nd	+13
3rd	106.9 p	3rd	+15 p
1976		**1976**	
June	107.3	June	+13
July	108.8	July	+14
Aug	108.9	Aug	+17
Sep	108.8	Sep	+15
1977			
June	103.8	June	+14
July	107.0	July	+16
Aug	107.2	Aug	+16
Sep	106.5 p	Sep	+14 p

Index of retail prices for September

The index of retail prices for all items for 13 September, 1977 was 185.7 (15 January, 1974 = 100). This represents an increase of 0.5 per cent on August 1977 (184.7) and of 15.6 per cent on September 1976 (160.6).

The rise in the index in September was due mainly to increases in the prices of meals bought and consumed outside the home and many items of food and drink, clothing and footwear; and to increases in the prices of cars. These increases were partially offset by lower prices for some fresh fruits and vegetables, and by a reduction in the level of telephone charges.

The movements for the main groups of the index are shown in table 2.

Inquiries: Watford 28500 ext. 630.

'Inflation has fallen dramatically': Hattersley

Roy Hattersley, Secretary of State for Prices and Consumer Protection, commenting on the retail price index for September, said:

'For the third month in succession, the increase in prices has been well under a penny in the pound. The annual rate of inflation has fallen dramatically and there can be no doubt that we are well on our way to the target of reducing the inflation rate to 13 per cent by the turn of the year. But that achievement is only the beginning. Our real objective is single figure inflation by the summer of 1978. The success of this summer – the RPI down from over 17 per cent to 15½ per cent – proves that the single figure target can be achieved if the whole nation combines to make beating inflation our first priority.'

Table 2 **Index of retail prices: commodity breakdown**

	Indices (15 Jan 1974 = 100)		Percentage change over the month
	16 Aug 1977	13 Sep 1977	
All items	184.7	185.7	+0.5
All items excluding food	182.7	183.8	+0.6
Food	191.9	192.5	+0.3
Seasonal food	182.8	176.9	−3.2
Other food	193.8	195.6	+0.9
Alcoholic drink	185.7	187.4	+0.9
Tobacco	217.6	217.6	+0.0
Housing	164.3	164.8	+0.3
Fuel and light	217.3	217.5	+0.1
Durable household goods	169.1	170.7	+0.9
Clothing and footwear	160.4	161.8	+0.9
Transport and vehicles	192.9	193.7	+0.4
Miscellaneous goods	190.9	192.5	+0.8
Services	174.4	173.3	−0.6
Meals out	188.7	194.7	+3.2

Table 1 **Index of retail prices**

	All items				All items except seasonal foods		
	Index 15 January 1974 = 100	Percentage change over 1 month	6 months	12 months	Index 15 January 1974 = 100	Percentage change over 1 month	6 months
1977							
April	180.3	+2.6	+10.3	+17.5	178.7	+2.5	+9.8
May	181.7	+0.8	+9.6	+17.1	180.5	+1.0	+9.5
June	183.6	+1.0	+9.3	+17.7	182.4	+1.1	+9.4
July	183.8	+0.1	+6.6	+17.6	183.5	+0.6	+7.4
August	184.7	+0.5	+6.1	+16.5	184.9	+0.8	+7.2
September	185.7	+0.5	+5.6	+15.6	186.2	+0.7	+6.8

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Wholesale textile houses: sales and stocks in August

Sales by wholesale textile houses in August showed an increase of 4 per cent on a year earlier, compared with a decrease of 9 per cent in June and an increase of 3 per cent in July.

The value of stocks at the end of August showed an increase of 5 per cent compared with the same period last year.

Inquiries

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP (01-580 2902).

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

		Value of home sales		Value of stocks end period	
1966		110	*–3*	..	..
1967		104	*–5*	..	..
1968		108	*4*	..	..
1969		103	*–5*	..	..
1970		107	*4*	..	..
1971		115	*8*	..	..
1972		121	*5*	..	..
1973		134	*11*	..	..
1974		147	*9*	..	..
1975		147	*1*	..	..
1976		146	*–1*	..	..
1974	1st quarter	134	*12*	189	*3*
	2nd quarter	131	*7*	202	*18*
	3rd quarter	148	*13*	194	*12*
	4th quarter	173	*6*	198	*–3*
1975	1st quarter	143	*7*	219	*16*
	2nd quarter	135	*3*	197	*–2*
	3rd quarter	146	*–1*	193	*–1*
	4th quarter	165	*–5*	224	*13*
1976	1st quarter	133	*–8*	234	*7*
	2nd quarter	127	*–6*	212	*8*
	3rd quarter	149	*2*	204	*6*
	4th quarter	176	*8*	228	*2*
1977	1st quarter	140	*5*	252	*7*
	2nd quarter	125	*–2*	224	*6*
1976	August	137	*9*	216	*5*
	September	194	*4*	204	*6*
	October	184	*–4*	208	*6*
	November	169	*–13*	229	*–1*
	December	175	*15*	228	*2*
1977	January	85	*–1*	221	*4*
	February	148	*8*	248	*9*
	March	186	*7*	252	*7*
	April	139	*2*	228	*10*
	May	129	*1*	242	*11*
	June	108	*–9*	224	*6*
	July	119	*3*	239	*8*
	August	142	*4*	227	*5*

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [1]
	Aug 1977	Jan-Aug 1977	Aug 1977
Women's knitted outerwear, blouses and skirts	21	11	28
Women's coats, costumes, furs and raincoats	–13	–14	27
Women's underwear	–1	6	13
Women's hose and children's socks	20	15	34
Women's millinery	6	–10	4
Haberdashery, ribbons and wool	–3	15	2
Children's wear	–11	6	10
Men's and boys' shirts, pyjamas and outfitting	–4	—	16
Gloves	10	7	29
Piece-goods and nets	–28	–16	–19
Household textiles	–12	14	2
Floor coverings, furniture and hardware	10	–1	–5
Boots and shoes	–36	13	–30
Total [2]	4	2	5

[1] Including some items not included among the subheadings. [2] Values at cost.

Carpet industry sales in July

The daily rate of carpet manufacturers' sales by value in July 1977 at current prices was provisionally estimated to have been 19 per cent more than in July 1976 assuming 21 working days in July 1977, and 22 workng days in July 1976. In the three months ended July 1977 the daily rate of manufacturers' sales was provisionally estimated to have been 11 per cent more than in the corresponding period 12 months ago, assuming 63 working days in the period ended July 1977 and 64 working days in the period ended July 1976. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

Inquiries: 01-212 0017.

Index of carpet manufacturers' sales

1970 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1974	179	153.1
1975	202	177.8
1976	234	211.3
1976		
2nd qtr	224	206.6
3rd	210	214.5
4th	283	224.0
1977		
1st qtr	260	239.3
2nd	239	249.6
1976		
April	224	202.0
May	234	208.2
June	214	209.6
July	175	210.7
1977		
April	251	248.3
May	227	250.3
June	241	250.4
July	208	250.9

p Provisional

Index of industrial production for August

The provisional estimate for the total all-industries' index in August 1977 is 102.7 and that for manufacturing alone is 103.4 (1970 = 100).

Latest provisional figures to August 1977 suggest that since the fall between the first and second quarters of this year the underlying level of industrial output changed little. (The change in the incidence of public holidays affected the recorded figures for May and June).

Before any adjustment, the provisional estimates show that the average levels of the all-industries' index and the corresponding index for manufacturing industries in June to August 1977 were some 1½ per cent and 2½ per cent respectively below their levels in the preceding three months. The analysis by broad market sector shows that, over the same period, the output of the consumer goods, investment goods and intermediate goods industries fell by about 1½, 2½ and 1½ per cent respectively.

On a longer-term comparison, the all-industries' index in the latest three months was little changed from the level in the same period a year ago; the corresponding change for manufacturing industries was a fall of about ½ per cent.

The use of series for some industries which measure deliveries rather than production resulted in the all-industries' index overstating the level of output by about ¾ per cent in the second and third quarters of 1976, understating it by about ¼ per cent in the fourth quarter of 1976, having little effect in the first quarter of 1977 and understating it again by about ½ per cent in the second quarter of 1977.

The provisional estimates for May and June 1977 are particularly vulnerable to distortions because of holiday effects. The spring bank holiday, usually taken in May, was taken on 6 June 1977 in England and Wales. Furthermore, an extra public holiday was taken throughout the United Kingdom on 7 June 1977 to celebrate the Queen's silver jubilee. The current assessment of the underlying level makes broad allowance for these effects.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods shown in this article should be regarded as subject to wider margins of error than those for earlier years.

Inquiries: 01-233 8310.

Index to statistics

An index to statistics published regularly in *Trade and Industry* appears each week at the end of the statistics sections.

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Manufacturing industries												
				Total	Food, drink and tobacco					Engineering and allied industries						
					Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1 000	850	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.3	99.9	100.0	99.4	100.7	99.9	101.9	103.3	102.1	98.8	97.7	103.3	101.7	98.7	100.2	93.3
1972	102.5	102.1	84.1	102.0	105.0	104.0	106.5	102.5	108.1	99.2	93.7	102.0	106.6	89.5	104.0	95.4
1973	110.0	110.5	92.6	110.6	109.3	106.3	114.2	110.0	120.7	107.4	102.5	110.2	121.3	90.6	107.6	102.9
1974	106.9	108.5	78.8	108.9	109.9	104.5	118.8	106.0	126.9	108.6	106.9	118.0	122.6	92.4	103.0	103.6
1975	101.7	103.3	86.0	102.4	108.7	101.1	121.1	92.0	116.0	103.6	104.9	118.6	113.2	97.7	96.7	95.0
1976	102.3	104.6	89.2	103.5	110.9	103.7	122.7	96.3	127.7	99.8	97.3	114.0	110.6	92.0	96.8	92.9
1976																
1st qtr	101.5	103.0	86.7	101.7	107.0	100.9	116.9	93.9	123.2	99.1	99.3	110.8	106.7	93.0	96.1	91.4
2nd	102.6	104.8	89.1	103.6	112.5	104.9	124.9	96.9	126.8	100.1	98.5	115.5	110.1	93.1	96.7	92.2
3rd	101.8	104.6	87.2	103.9	112.5	104.7	125.4	96.5	129.0	99.6	95.9	111.5	111.8	91.7	97.0	93.3
4th	103.3	106.1	94.0	104.9	111.5	104.1	123.7	97.9	132.0	100.4	95.4	118.0	113.8	90.0	97.6	94.6
1977																
1st qtr	103.6	107.5	103.1	105.7	112.0	107.3	119.8	96.0	133.0	101.6	97.7	113.7	115.4	90.7	97.3	96.9
2nd	102.0	105.5	103.9	103.1	110.2	104.8	119.1	94.4	131.0	100.3	94.0	117.6	113.2	90.6	99.1	95.1
1976																
Jul	101.9	104.6	86	104.1	113	104	127	96	127	101	96	111	111	90	105	92
Aug	101.2	103.9	87	103.2	112	104	124	92	128	99	96	111	112	94	91	96
Sept	102.4	105.3	89	104.4	113	106	125	101	132	99	95	112	113	92	95	93
Oct	102.8	105.6	92	104.9	112	104	125	100	129	101	95	117	113	85	100	96
Nov	103.4	106.3	94	105.1	111	106	121	98	135	101	96	118	114	94	98	93
Dec	103.6	106.5	96	104.6	111	102	125	96	132	100	96	119	114	91	95	95
1977																
Jan	103.8	107.7	101	105.6	111	107	118	91	128	102	98	114	116	87	100	97
Feb	103.5	107.4	103	105.7	112	108	118	101	135	101	98	114	115	91	93	98
Mar	103.6	107.5	105	105.8	113	106	124	96	136	102	97	114	115	94	99	96
Apr	102.3	105.9	103	103.6	112	108	120	94	131	101	95	116	113	88	101	96
May	103.6	107.4	105	105.2	110	105	119	92	133	102	94	118	113	94	104	99
Jun	100.1	103.3	104	100.4	108	102	118	96	129	98	93	119	114	89	92	91
Jul	102.5	105.7	102	103.9	111	106	119	94	130	100	92	120	114	83	100	98
Aug p	102.7	105.9	104	103.4	108	106	112	93	133	99	92	121	114	87	96	96
% change latest 3 months on previous 3 months	−1.3	−1.8	−0.6	−2.3	−2.4	−1.3	−4.0	+0.4	−2.0	−2.4	−2.9	+3.7	+0.3	−6.2	−5.3	−2.2
on a year earlier	+0.2	+0.9	+18.4	−0.7	−2.5	+1.0	−7.2	−1.0	+2.0	−0.7	−4.4	+6.4	+2.3	−7.2	−1.2	+2.7

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc	Pottery and glass	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.3	89.8	95.8	102.2	100.6	103.0	105.4	108.1	107.0	109.8	103.0	97.3	99.8	103.1	104.0
1972	91.4	89.4	97.3	104.5	102.9	104.5	107.8	115.2	115.1	115.3	113.5	102.7	104.3	104.9	111.6
1973	100.0	97.3	108.5	110.1	108.6	101.1	114.6	126.0	123.7	129.5	132.6	112.1	116.6	107.0	118.3
1974	91.7	87.7	104.2	103.1	99.2	94.9	112.2	116.6	108.3	129.5	112.1	108.9	114.5	97.9	118.9
1975	78.6	74.2	92.2	99.5	93.8	92.9	112.2	107.7	99.7	120.4	110.2	95.6	105.4	92.6	120.8
1976	85.2	82.0	95.2	101.7	97.4	95.6	111.3	111.2	101.7	125.9	112.0	97.9	114.7	88.9	123.5
1976															
1st qtr	81.7	78.0	93.3	101.6	97.5	97.7	110.6	110.1	104.0	119.7	111.3	95.3	110.5	92.5	125.0
2nd	87.7	85.2	95.8	99.7	95.2	93.8	109.8	110.6	101.7	124.4	110.6	97.9	112.9	90.0	124.3
3rd	86.4	83.4	95.7	101.7	97.5	94.7	111.4	113.4	102.4	130.6	112.7	98.3	114.2	86.2	119.8
4th	85.1	81.6	96.1	103.6	99.3	95.9	113.4	110.6	98.8	129.1	113.5	100.0	121.4	86.8	125.0
1977															
1st qtr	84.2	79.7	98.2	105.0	99.3	97.0	117.9	108.3	95.7	127.9	110.3	102.3	123.8	80.9	128.7
2nd	81.0	77.5	91.7	98.6	92.3	91.4	112.5	105.8	92.7	126.3	98.6	101.1	117.9	81.9	131.3
1976															
Jul	87	83	97	100	97	95	109	114	101	134	111	99	110		119
Aug	87	85	94	101	97	95	110	112	102	128	113	98	113		119
Sept	86	82	96	104	99	95	115	114	104	130	114	98	120		122
Oct	86	82	100	104	99	96	113	109	98	125	118	101	120		119
Nov	85	83	91	103	99	96	111	112	99	132	112	99	124		125
Dec	84	80	97	105	100	96	116	111	99	130	111	100	120		131
1977															
Jan	87	83	100	105	100	97	114	108	94	130	111	102	122		133
Feb	84	79	97	106	100	97	120	107	96	123	111	103	125		127
Mar	82	77	97	104	98	97	119	110	97	131	109	102	124		126
Apr	78	72	97	100	94	91	113	105	92	126	102	101	118		131
May	90	90	89	100	94	91	114	109	94	133	101	102	123		130
Jun	75	71	89	96	89	91	110	103	92	120	92	100	113		133
Jul	89	88	92	102	96	92	116	101	90	117	103	100	117		126
Aug p	85	84	88	101	92	92	120	99	90	113	105	102	125		133
% change latest 3 months on previous 3 months	+0.1	+2.2	−5.1	−1.9	−3.0	−1.7	+0.1	−6.8	−3.9	−10.1	−3.9	−1.1	−2.8		+1.4
on a year earlier	−1.3	+0.2	−5.4	−0.3	−3.4	−2.9	+5.7	−10.2	−10.5	−9.8	−9.7	+2.9	+6.1		+8.9

p Provisional.

Index of industrial production for Wales: second quarter

Industrial production in Wales in the second quarter of 1977, as measured by the all industries index, is provisionally estimated at 97.5 (1970 = 100). This represents a fall of 6 per cent since the first quarter and a decrease of 5 per cent compared with the same quarter of 1976. Between the first and second quarters of 1977 the United Kingdom index fell by about 2 per cent.

The mining and quarrying sector showed a slight increase in the quarter but the all manufacturing industries index fell by 8 per cent. Within the manufacturing sector, ferrous metals (with a 21 per cent fall between the first two quarters of 1977) registered the most marked decrease (due mainly to industrial troubles at the Port Talbot steel works); non-ferrous metals also recorded a sharp fall (18 per cent). Production also fell back in most other manufacturing industries; only in the cases of food, drink and tobacco and mechanical and instrument engineering was there an increase.

Compared with the second quarter last year, output was lower in a broad spectrum of industries though significant increases were recorded by the engineering and allied sectors (except vehicles), bricks, pottery, glass, cement, etc, other manufacturing industries and the utilities.

The market sector analysis in table 2 shows that output in all three sectors declined between the first two quarters of 1977; the investment goods sector, however, fell only marginally over the quarter and registered a 2 per cent increase over the level established during the second quarter of 1976.

Inquiries: Cardiff (0222) 28066 ext. 394.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £3.06 each per year post free

PM 381	Cars and commercial vehicle production for August 1977
PM 491	Rubber for July 1977

Quarterly at £1.00 each per year post free

PQ 104	Petroleum and natural gas for first quarter 1977
PQ 218	Fruit and vegetable products for second quarter 1977
PQ 229.1	Margarine for second quarter 1977
PQ 232	Soft drinks for second quarter 1977
PQ 271	General chemicals for second quarter 1977
PQ 276.1	Synthetic resins and plastics materials for second quarter 1977
PQ 321	Aluminium and aluminium alloys for second quarter 1977
PQ 332	Metal-working machine tools for first quarter 1977
PQ 399.8	Needles, pins, fish-hooks and other metal small-wares for second quarter 1977
PQ 399.9	Domestic gas appliances for second quarter 1977
PQ 431	Leather (tanning and dressing) and fellmongery for second quarter 1977
PQ 449.1	Corsets and miscellaneous dress industries for second quarter 1977
PQ 494.3	Sports equipment for second quarter 1977

SERVICE AND DISTRIBUTIVE SERIES

Monthly at £3.06 each per year post free

SD 1	Food shops for August 1977
SD 2	Clothing and footwear for August 1977
SD 3	Durable goods shops for August 1977
SD 4	Miscellaneous non-food shops for August 1977
SD 6	Instalment credit business of finance houses for August 1977
SD 8	Instalment credit business of retailers for August 1977

Quarterly at £1.00 each per year post free

SD 7	Assets and liabilities of finance houses for second quarter 1977

1973 Report on the Census of Production (price including postage shown in parentheses)

PA 349.2	Precision chains and other mechanical engineering (£1.09)

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 and SD 6) in the service and distributive series, are normally available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly monitors cost 50p a copy post free. Please send payments for all orders below £5. The annual monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4H 7HU.

Table 1 Index of industrial production for Wales[1]

Seasonally adjusted indices 1970 = 100

1968 SIC	1970 weights per thousand	Annual indices 1974	1975	1976	Quarterly indices 1976 1st qtr	2nd qtr	3rd qtr	4th qtr	1977 1st qtr	2nd qtr p	Per cent change Over previous quarter	Over previous year
Total: all industries	1 000	107.0	99.1	102.8	100.8	102.3	101.5	106.8	103.6	97.5	−6	−5
Mining and quarrying	85	71	73	66	67	65	66	66	61	62	2	−5
Total: all manufacturing industries	701	111.5	101.9	108.5	104.9	108.2	107.6	113.3	111.0	102.4	−8	−5
Food, drink and tobacco	40	134	147	154	146	151	159	158	152	154	2	2
Coal and petroleum products	37	128	99	101	99	100	101	105	98	85	−13	−15
Chemicals and allied industries	47	142	130	153	151	150	153	157	166	152	−9	2
Metal manufacture: total	199	86	72	83	75	89	80	89	83	66	−20	−25
Ferrous	167	79	65	75	67	80	73	78	76	60	−21	−25
Non-ferrous	33	121	108	128	114	133	118	145	122	100	−18	−25
Engineering and allied industries: total	222	118	115	116	115	114	114	120	118	115	−3	1
Mechanical and instrument engineering	61	115	107	97	102	97	94	96	102	105	3	8
Electrical engineering	56	137	147	155	151	145	153	172	153	150	−1	4
Vehicles (including aircraft and ships)	65	109	104	111	107	115	109	111	116	102	−12	−11
Metal goods not elsewhere specified	39	113	100	96	94	93	97	99	99	100	1	7
Textiles, leather and clothing	59	107	96	91	94	87	89	95	88	85	−4	−2
Bricks, pottery, glass, cement etc	20	135	117	118	111	114	115	131	137	129	−5	−13
Timber, furniture etc	13	124	130	139	139	136	139	140	140	126	−10	−7
Paper, printing and publishing	31	90	72	74	75	77	73	71	72	70	−3	−8
Other manufacturing industries	32	145	130	151	143	141	163	158	166	159	−4	13
Construction	146	92	90	80	85	78	77	79	73	70	−3	−10
Gas, electricity and water	68	149	120	140	134	140	135	151	147	150	2	7

[1] Small revisions to the series (going back to the start of the previous year) are normally made each quarter. p Provisional.

Source: Welsh Office

Table 2 Index of industrial production for Wales: market sector analysis[1]

Seasonally adjusted indices 1970 = 100

	1970 weights per thous[2]	Annual indices 1971	1972	1973	1974	1975	1976	Quarterly indices 1976 1st qtr	2nd qtr	3rd qtr	4th qtr	1977 1st qtr	2nd qtr p	Per cent change over Previous qtr	Previous year
Consumer goods sector	137	104.6	119.6	136.1	127.0	125.3	135.5	128.2	130.8	137.8	145.1	138.4	130.9	−5	0
Intermediate goods sector	594	99.2	106.0	107.6	101.8	90.0	97.9	94.0	99.4	95.6	102.7	100.2	93.1	−7	−6
Investment goods sector	123	101.5	102.6	124.2	128.8	124.3	119.4	121.8	117.1	116.0	122.7	121.5	119.6	−2	2

[1] See footnote 1 of table 1. [2] The construction industry (weight 146) is excluded from this analysis. p Provisional.

Source: Welsh Office

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 14 October 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2523	BRE/39190/16/10/82	8	14 October	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Bathtime in Bangkok	EC 39340/16/10/82	72	14 October	New Realm Distributors Ltd	Lisa Film GmbH, Munich
FOREIGN					
Soccer Games	F 39335	11	10 October	Brent Walker Film Distributors Ltd	Film-Und Fernsehproduktion Wiesbaden
Scotland	F 39336	27	10 October	Brent Walker Film Distributors Ltd	Greenpark Productions, London
Dead Of Night	F 39337	88	13 October	Alpha Films Ltd	Impact Quadrant, London
Rabid	F 39338	90	13 October	Alpha Films Ltd	Cinepix Inc, Montreal
Alaska, The Great Land	F 39339	28	13 October	Cinema International Corporation (UK)	Humphrey Swingler, London
Mustang – The House That Jo Built	F 39341	82	14 October	New Realm Distributors Ltd	RG Productions, USA

Trade and Industry index

The index for volume 26 of *Trade and Industry*, covering the first three months of 1977, is published as a loose insert with this week's magazine. The index for volume 27, covering the second quarter of the year, is due to be published on 4 November.

United Kingdom in figures

In the last 25 years . . .

- ☐ Population of the United Kingdom has grown by 5½ million
- ☐ Marriages increased by 12 per cent between 1951 and 1971, but by last year had fallen to 2 per cent below the 1951 total
- ☐ Infant mortality decreased by 55 per cent
- ☐ Students in higher education rose by 296 per cent to over half a million (9 per cent of the population) by 1976
- ☐ Owner occupation of homes increased by 24 per cent. By 1976 53 per cent of all dwellings were owner occupied
- ☐ Number of vehicles on our roads rose by 279 per cent to total over 18 million. But railway track in use nearly halved
- ☐ Persons found guilty of violence against the person in England and Wales rose from 4000 to 38 000 a year. Motoring offences jumped by 362 per cent in England and Wales
- ☐ Retail prices increased by 336 per cent but real personal disposable income per head increased by 89 per cent and the volume of consumer spending by 64 per cent

These figures are given in the 1977 edition of 'United Kingdom in figures' in a pocket-sized card available free of charge from the Government Statistical Service.

The card spans the years 1951, 1971, 1975 and 1976 at a glance with around 100 key sets of statistics. There is a section on the nation's accounts in 1976.

The card is intended as an *aide memoire* for busy people who need facts at their fingertips, such as businessmen, trade unionists, journalists, and educationists.

Index to statistics published regularly in 'Trade and Industry'

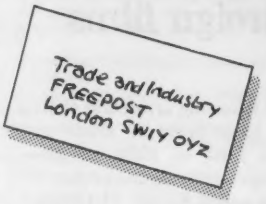
(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) This week
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure:
manufacturing, distributive and service industries (q) 30 Sept 77
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
Catering trades turnover (q) 26 Aug 77
Census of production (a) 28 Jan 77
Check trading (a) 12 Aug 77
Chemicals industry activity (q) 7 Oct 77
Companies
acquisitions and mergers (q) 12 Aug 77
insolvencies (q) 5 Aug 77
liquidity (q) 9 Sept 77
new registrations:
Gt. Britain (m) 14 Oct 77
N. Ireland (m) 7 Oct 77
rate of return on capital (a) 16 Sept 77
structure of company financing 4 Feb 77
Construction work overseas (a) 15 Oct 76
Energy trends (m) 7 Oct 77
Engineering industries:
production indices (m) 30 Sept 77
sales and orders (m) This week
Film industry
British Film Fund Agency returns (m) 7 Oct 77
cinema admissions and takings (m) 7 Oct 77
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 6 May 77
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 4 Feb 77
Food
consumption levels (6m) 25 Mar 77
household consumption (q) 7 Oct 77
Footwear industry:
production, orders and deliveries (m) 14 Oct 77
Foreign trade: industrial countries' economic indicators (m) 7 Oct 77
quarterly analysis (q) 2 Sept 77
see also Overseas trade of the UK
Hire purchase business (m) 7 Oct 77
Industrial production
index numbers (m) This week
Scotland (q) 9 Sept 77
Wales (q) This week
Insurance companies:
investments and assets (a) 20 Aug 76
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 7 Oct 77
investment and earnings overseas (a) 5 Aug 77
Made-up clothing:
orders and deliveries (m) 14 Oct 77
Man-made fibres
deliveries (q) 10 Jun 77
production (m) 30 Sept 77
production: quarterly analysis (q) 10 Jun 77
Metal-working machine tools (m) 23 Sept 77
Motor industry
car and commercial vehicle production (m) 30 Sept 77
estimated figures (m) 14 Oct 77
motor trade turnover (q) 26 Aug 77
Office development permits (q) 2 Sept 77
Official reserves (m) 7 Oct 77
Overseas trade of the UK
direct exporters and credit terms (a) 12 Aug 77
analysis of trends (q) 2 Sept 77
backrun (a) 11 Mar 77
export prospects (q) 16 Sept 77
invoicing in foreign currencies 22 Apr 77
see also Balance of payments
Pension funds: investments and assets (a) 20 Aug 76
Regional development grants (q) 12 Aug 77
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) This week
Retail trades
sales (m) 7 Oct 77
provisional figures (m) This week
stocks (m) 14 Oct 77
Royalties: overseas transactions (a) 12 Aug 77
Selective assistance
section 7 (m) 26 Aug 77
section 7 £10,000 or more (q) 23 Sept 77
section 8 (q) 23 Sept 77
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel:
consumption and stocks (q) 7 Oct 77
Stocks
manufacturers' and distributors' (q) 30 Sept 77
manufacturers' (m) 30 Sept 77
retail (m) 14 Oct 77
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 30 Sept 77
carpet sales (m) This week
cotton industry production (m) 30 Sept 77
hosiery production (m) 30 Sept 77
wholesale houses' sales and stocks (m) This week
wool exports (q) 26 Aug 77
wool output (m) 30 Sept 77
Tourism
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 29 Jul 77
Wholesale prices
average prices of selected commodities (a) 13 May 77
index numbers (m) This week

Organisational information

Commercial representation guide 8 Apr 77
ECGD local offices 12 Aug 77
ECGD lines of credit 7 Oct 77
Government statistics guide 15 Jul 77
Guide to departments 2 Sept 77
Guide to schemes of selective financial assistance 7 Oct 77
Index, Jan-Mar This week
OTAR contact points 14 Oct 77
Release dates of economic statistics 30 Sept 77
Trade promotions guide 14 Oct 77

Trade and Industry reader services



contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, technology news, export services and export successes pages.
Add a circle below to the number found at the end of editorial items

READER SERVICE NUMBERS

701	711	721	731	741	751	761	771	781	791	801	811	821	831	841	851	861	871	881	891
702	712	722	732	742	752	762	772	782	792	802	812	822	832	842	852	862	872	882	892
703	713	723	733	743	753	763	773	783	793	803	813	823	833	843	853	863	873	883	893
704	714	724	734	744	754	764	774	784	794	804	814	824	834	844	854	864	874	884	894
705	715	725	735	745	755	765	775	785	795	805	815	825	835	845	855	865	875	885	895
706	716	726	736	746	756	766	776	786	796	806	816	826	836	846	856	866	876	886	896
707	717	727	737	747	757	767	777	787	797	807	817	827	837	847	857	867	877	887	897
708	718	728	738	748	758	768	778	788	798	808	818	828	838	848	858	868	878	888	898
709	719	729	739	749	759	769	779	789	799	809	819	829	839	849	859	869	879	889	899
710	720	730	740	750	760	770	780	790	800	810	820	830	840	850	860	870	880	890	900

contact our advertisers

For more information on the products, properties or services advertised in this issue, circle the relevant numbers. You will receive full information without obligation.

Aberdeen Harbour Board	T.I 620	International Cargo Centre	T.I 627	New Age (Euro. Freight.) Ltd	T.I 634
Algemene Bank Nederland	T.I 621	International Labour Office	T.I 628	Norfolk Line	T.I 635
Comid Engineering Ltd	T.I 622	Lansing Bagnall b.v.	T.I 629	North Sea Ferries	T.I 636
Devon & Cornwall Dev. Bur.	T.I 623	Lloyds International	T.I 630	Strathclyde Regional Council	T.I 637
Exhibitions for Industry Ltd	T.I 624	Frans Maas (UK) Ltd	T.I 631	Trade Channel Organisation	T.I 638
Export Direction	T.I 625	Middle East Construction	T.I 632	Wembley Auction Sales	T.I 639
Gelders UK Transport Ltd	T.I 626	The Netherlands—BCOC	T.I 633		

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

☐ Please invoice me/my company, or

☐ I enclose £24.99 for one year's subscription, or

☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

CLASSIFIED

Advertisement Department (Trade and Industry): 13 Great James Street, London WC1N 3DP 01-242 9478
£2 single column centimetre with discount for series. Appointments £2.40 single column centimetre boxed, lineage run on 60p per line.

Trade·Industrial·Services

Overseas Newspapers and Periodicals

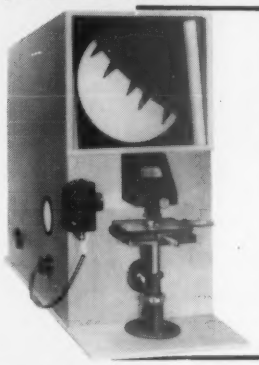
ITALY
La Marina Mercantile.
Circulation 6,000 (mostly per subscription); monthly; Italian (index in English); type area 200 × 270mm (8in × 11in.); screen 60; letterpress and offset. Rates: Pg. black L.200,000 2 colours L.230,000 4 colours L.300,000; ½ pg. black L.119,000 2 colours L.120,000 4 colours L.200,000; ¼ pg. black L.70,000; ⅛ pg. black L.60,000; Cover rates: 1st pg. + 100%, 2nd and 3rd pg. + 40%, back cover + 60%; Specified position rate: facing index + 35% facing text, R. pg., 1st pg. after cover, sole in pg. − 10%; Series discounts, 6 inserts in year—5%, 12—10%. (Rates: January 1975).
Italian Maritime Review

1st Vol. **Markets in Europe**, 9th Edition 1968. $10.00. 2nd Vol. **Markets Outside Europe**, 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

RATES	6 INSERTIONS	10%
Series Discount Rates	13 "	15%
	26 "	20%
£2 Single Column Centimetre	52 "	25%

Optical Instruments



INSPECTION by PROJECTION
with Enbeeco Profile Projectors
useful for manufacturers of: SMALL COMPONENTS
Full details sent on request
NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park, Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

Exporting

EXPORT OPPORTUNITY

Export Marketing Company undertaking extensive Sales Tour of Malaysia, Singapore and Hong Kong is willing to undertake assignments on behalf of British manufacturers.

Please contact:
Parkro Marketing and Export Services Ltd.,
114 Green Lane, Derby
Tel: 0332 371333/366900
Telex: 377750

Articles Wanted

WANTED AND SOLD!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes offered and required, dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH
Tel: 01-435 9878/9

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, which is concerned with collecting from industry items suitable for dissemination overseas by way of government information services. The COI is interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest regional office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277 NTYNE).

Yorkshire & Humberside: Mr T. Cooban, City House, New Station Street, Leeds LS1 4JG (Tel: 38232 – Telex 55472 COI DOE – G).

East Midland: Mr A. Waller, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187 COICAM – G).

London & South Eastern*: Mr A. J. Goodson, St Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 COI FORLANG LDN, message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 580463 – Telex 848216 CENTROFORM RDG).

South Western: Mr P. D. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203 COIBSL – G).

West Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Middle Way, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 337576 COIBHAM).

North Western: Mr P. B. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830 CENTROFORM MCHR).

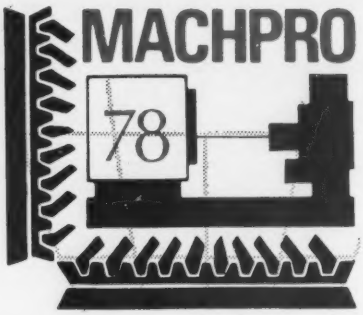
Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION
INT. AUSSTELLUNG FUR WERKZEUGMACHINEN UND TECHNISCHE PRODUKTION
EXPOSITION INTERNATIONAL LE DES MASCHINES-OUTILS ET DE L'ENGINEERING
MOSTRA INTERNAZIONALE MACCHINE UTENSILI E D'INGEGNERIA



30 APRIL — 6 MAY, 1978

NATIONAL EXHIBITION CENTRE, BIRMINGHAM, ENGLAND

THE MAJOR INTERNATIONAL ENGINEERING EVENT IN THE U.K. DURING 1978 FOR MACHINE TOOLS, PRODUCTION PROCESSING & FINISHING EQUIPMENT

Further details from

EXHIBITIONS FOR INDUSTRY LIMITED
157 STATION ROAD EAST, OXTED, SURREY RH8 0QF, ENGLAND
Tel: OXTED (08833) 4371 Telex: 95359 PUBLEX G
(A PUBLEX INTERNATIONAL GROUP COMPANY)

Member aeo Association of Exhibition Organisers

ENCIRCLE TI 624 ON PAGE 158 FOR FURTHER INFORMATION

Reach the export executive

Four out of five Trade and Industry readers are engaged in exporting. And nine out of ten readers are executives. Reach the export executive with your advertisement.
Phone Dudley Masters or Tom Barratt
on 01-242 9478

Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 724878 9
ISSN 0006-5323